



*Connecticut* **INDUSTRY**

**JULY  
1945**

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*Bridgeport—New Haven,  
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# Connecticut INDUSTRY

MANUFACTURERS' ASSOCIATION OF CONNECTICUT, INC.

VOL. 23 - NO. 7 - JULY, 1945

L. M. BINGHAM, Editor

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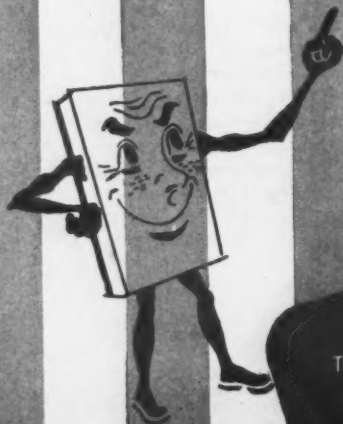
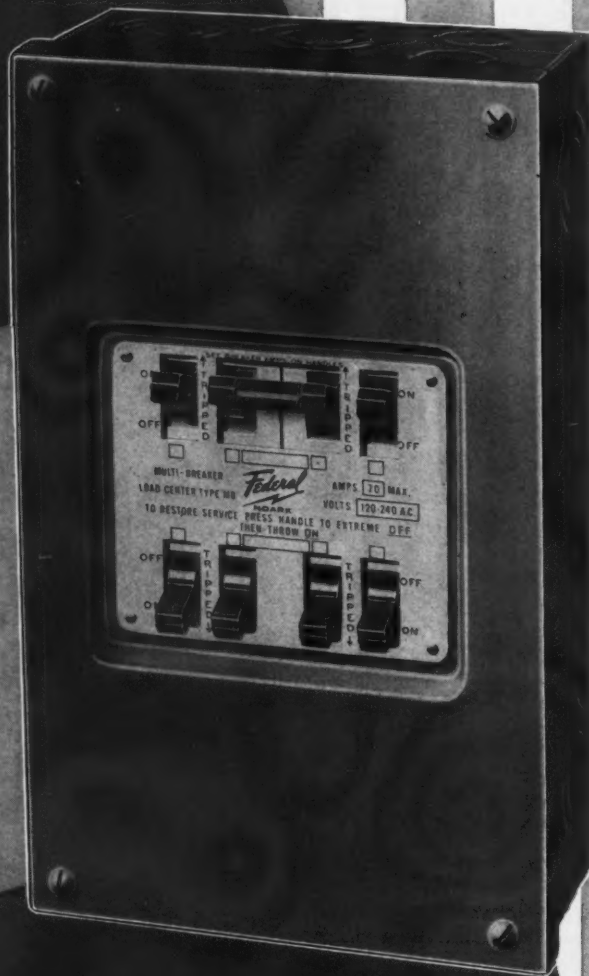
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# AT THE CROSSROADS

By ALFRED C. FULLER, *President*



**N**EVER was there a truer saying than "An idle mind is the devil's workshop", provided that you define the word "idle" to mean a mind that is not working toward the accomplishment of some worthy objectives. Neither the human mind nor body can retain, much less expand, its strength without adequate usage. With the continuing insidious growth of a national psychology that has been causing an ever-increasing number of plain citizens, local and state leaders to run to Washington every time there is a need for ingenuity or money to carry out a local project, how can we long continue to govern ourselves as a free democratic people?

In a recent speech during the discussion of the War Mobilization and Reconversion Bill, Representative Hatton W. Summers, Chairman of the House Judiciary Committee gave a truly significant answer to that question. He said, "A democracy is a group of private people who get together for the purpose of engaging in the common enterprise of governing themselves. They constitute the democracy. No people can long maintain a democracy who pursue that policy." (The policy of running to the Federal government instead of using the necessary initiative and self-reliance to solve problems at the local level.)

Although Representative Summers was directing his remarks against the passage of legislation which would establish a national policy and program to guarantee full employment, etc., what he said had implications far beyond the subject matter of the legislation. As a nation we must decide whether we shall move further down the road of dependency until our freedoms are bartered away for the guidance and certain tyranny of an all-powerful bureaucracy, or whether we shall choose the road to strength and freedom by exerting our initiative through cooperative teamwork on the individual, community and state levels.

The road to freedom which we have been building laboriously in this country for over three centuries has as its foundation self-reliance which is anchored to the moral and spiritual belief that the individual is the highest form of creation and is capable of shouldering the responsibility of self-government through cooperation. Since we have advanced so much farther in the direction which most

Americans claim they wish to go, by means of the self-government as we have practiced it in this country, however faulty, why are so many men advocating that we take the road to the left—"The Road to Serfdom" which is so ably described by Friedrich Hayek in his recent book?

There are many answers, including the persuasive powers of subtle deception in time of crisis, but the chief cause, in my opinion, which has brought us to the present crossroads, is the swelling stream of unsound thinking which demands "freedom without responsibility". This new freedom constantly accents the economic and social rights of man without accepting the premise that man cannot enjoy an ever increasing number of rights without accepting responsibility to create and safeguard them. If our reading habits cover broad fields, including the writings of modern economists, we need to be constantly on guard lest we get lost in a maze of seemingly sound rationalization of the benefits of cartels or government support of this or that worthy movement.

The old saying that "Charity begins at home" is likewise true of democracy—the road to freedom. The sure way to keep on that road is to adopt for ourselves, and to recommend to others, a strict code of responsibilities. If we do our part in assuming our share of responsibility, according to our abilities, to promote harmony and growth in our home life, in our business and at the community and state levels, we shall possess the only economic bill of rights which is attainable by free men.

America is at the crossroads. Let us bestir ourselves to expose the demagogues who claim that democracy should bring to the masses an irresponsible freedom. With faith coupled with self-reliant works, we can keep this nation on the right road and win victory in the world-wide war for liberation.



# OUTLOOK FOR FREEDOM

By PAUL G. HOFFMAN, *Chairman, Committee for Economic Development and President, The Studebaker Corporation*

THE CHALLENGE SET FORTH in this article, which includes the greater part of an address delivered at the Annual Meeting of the New Haven Chamber of Commerce, is so vital to the future of every individual and community in the state that it should command a thorough reading. If Mr. Hoffman's message fails to stir enthusiastic and intelligent action in preparation for peace, where little or none is now in progress, or fails to stimulate local planning already launched, then Connecticut's future is truly in great peril.

First to come to the aid of the nation in war since the Indians threatened, Connecticut has the latent "know how" to lead the nation toward the type of peace that will permit true security through a continuance of the great American desire—freedom of choice.

If Connecticut's leaders, employers and labor, react as in other periods of crises, they will accept Mr. Hoffman's clear challenge to "peace with freedom".

FOR many months we have talked much of "winning the peace" without specifying exactly what we meant by that phrase. The time has come to be specific. The time has come when it is important to get our postwar goals in sharp focus.

We are all of one mind that we want enduring peace. As the late Franklin Roosevelt so eloquently phrased it in his last speech, scheduled for delivery on Jefferson Day, "Mere conquest of our enemies is not enough. We must go on to do all in our power to conquer the doubts and the fears, the ignorance and the greeds, which made this horror possible."

There is also unanimous agreement that the world can hope to enjoy enduring peace only if America is kept strong. Keeping America strong, therefore, must be our first objective in our battle to win the peace.

America can be strong only so long as its people are strong. Consequently, in setting a postwar program for America, the impact of that program on the character of our people should be foremost in our minds. As we consider each step in that program we should ask ourselves whether it will stimulate self-reliance, whether it will encourage our people to make the fullest use of the ingenuity, initiative, resourcefulness and courage we know they possess. Those attributes of its people constitute America's greatest national resource. Our future rests upon our ability to develop it to the fullest.

We have been a strong people. All of our people, not just a few supermen, have been strong. We proved it

time and again. We proved it first in 1776. We proved it again in the first World War. And we're proving it once more in this war. I make these assertions not to indulge in jingoism, but rather in an effort to ascertain the source of our strength. Why have we been a strong people? How do we differ from others?

## The Source of Strength

We can attribute our strength to many things but in my mind the most distinguishing characteristic of American life since the beginning of our country has been the emphasis on freedom of the individual. By free-

dom I mean freedom in its broad concept—not freedom *from* something, but freedom *for* something. This thought is clearly brought out in Beardsley Ruml's latest book, "Tomorrow's Business." Freedom, if I get his meaning correctly, is a condition under which we, as individuals, can realize to the fullest possible extent upon our capacities—physically, intellectually, and spiritually.

It is this concept of freedom as fulfillment—as growth—as life—that has made us unique as a people. In our government it found expression in the Constitution and Bill of Rights which gave new dignity to the individual. In our homes as contrasted with those in the old world, our children have been given new stature as persons. In our businesses the autocratic tradition of Europe has given way in large measure to a more democratic relationship between employer and employee. Of course, at no time have all our citizens enjoyed even a moderate condition of freedom in its fullest sense. But here in this country of ours more people have enjoyed more freedom than have the people of any other land at any other time in the history of the world. Freedom has been the great dynamic. It has been responsible for the spectacular progress we have made on the educational and intellectual front. It has brought us a high standard of living, the highest in the world for more than a century.

## Abundant Employment

If more and more people are to enjoy more freedom in the postwar period, there is one goal on which, because of its overwhelming importance, we must focus major attention. It should, without question, be our Number One Postwar Target. I refer to abundant employment. If we should be confronted with either mass unemployment or the employment of millions by Government on "made work," our freedoms would be put in great jeopardy. In the first place, the millions out of work would suffer a partial loss of freedom as we have defined freedom. In the second place, too much unemployment for too long might open the door for the passage of legislative measures calling for un-



PAUL G. HOFFMAN



wise expansion of government controls over business and labor. Government has, of course, the responsibility of exercising whatever supervision is necessary to protect the general public welfare, but if there are too many controls, and the controls are of the wrong character, the exercise of them might lead to a creeping paralysis of our free economy. If our free economy should wither and die and be replaced by state operation, it would not be long before civil rights would be abrogated and religious freedom endangered. That was the sequence of events in Italy and Germany, and there is no reason to believe that it would not be followed here.

It is possible that I exaggerate the hazards which would be occasioned here by mass unemployment or mass employment by government, but on one proposal all can agree, namely, that those hazards will be avoided if our free economy functions effectively. Furthermore, I think all will agree that as far as the general public is concerned, rightly or wrongly, the yardstick which they use in measuring the performance of the economy is *jobs*. Therefore, having available a plentitude of productive peacetime jobs would seem to be of such consuming importance that it would be desirable to attempt to find answers to questions about those jobs such as:

*How many will be needed?*

*When will they be needed?*

*Where will they be found?*

*How can they be created?*

I should like to give you my answers. How many jobs will be needed to provide abundant employment? No one knows exactly; however, there seems to be general agreement among economists and statisticians that an employment level in the immediate postwar period of between 53 and 56 million civilian jobs, not counting those in the armed services, will be satisfactory. Involved in the reaching of this goal is the creation of from seven to ten million more peacetime jobs than were available in 1940, our last peacetime year.

### 7 to 10 Million New Jobs

When will those seven to ten million new jobs be needed? That depends entirely on when we achieve final victory over Japan as well as Germany. However, our plans for providing this greatly expanded employment should be ready to put into action *yesterday*, because the period of greatest crisis may well be that be-

tween V-E day and V-J day. During that period, our domestic economy will be confronted with a high percentage of the problems that total peace will bring. Cutbacks in war production will throw millions of men out of employment and the probabilities are that the armed services will begin releasing men. If we don't have plans ready *now* to deal with the problems of peace, the partial peace between V-E day and V-J day may bring a partial paralysis of our economy. That would be disastrous, not only from the standpoint of winning the peace, but also that of finishing the war with Japan in the shortest possible space of time. Confusion and chaos on the home front would delay the day of ultimate victory; high and sustained civilian morale, based on confidence in the future, will hasten it.

Where will those jobs be found? Employment is found in only two fields—private and public enterprise. In 1940, of the 46 million jobs then available, approximately 43 million were in the field of private enterprise—in commerce, agriculture, manufacturing, the professions, trades and services. The balance of three million was in the field of public enterprise—in regular government establishments at the federal, state and local levels. There will doubtlessly be in the postwar period some expansion above the prewar level of employment in regular governmental services. Useful public works would also supply some of the new jobs needed, but there is unanimous agreement that it is highly desirable that the great bulk of those jobs be found in the field of private employment. Conversely, every businessman will agree that nothing would be more disastrous than to rely on government alone for the expansion in employment which is necessary.

Nothing I have said should be interpreted as opposition to having available jobs on public works. It is unfortunate that we haven't ready now a much larger shelf of projects blue printed and with financial arrangements made. Too much of the planning for postwar public works is still in the "dream" stage.

How are jobs created? It is easier to tell how jobs are not created than how they are created. They are *not* created by speeches about full employment; nor are jobs created in any real sense by adding names to public or private pay rolls. Actually, useful jobs stem only from the production and

distribution of goods and services. Therefore, to get more jobs born we must expand consumption and production. . . .

### A Goal to Reach

The fact that a goal in output of \$155 billion to \$170 billion is needed in the postwar period does not prove, of course, that it is attainable. No one can guarantee it. However, it is the studied opinion of the Research Committee of the Committee for Economic Development that this goal can be reached—and perhaps exceeded—in the first postwar decade, provided

1. That America's two million employers are ready, when the green light is given for civilian production, with bold, smart plans.
2. That the economic climate is favorable not only to the expansion of present businesses but also to the starting of a vast number of new businesses quickly. We must attract at least a million new enterprisers who will shift from job-holding to job-giving. One fact we should recognize is that most of these new enterprisers, in fact, most of the expansion of our present enterprisers, must come in the field of distribution. It is the trades and services which hold much of the promise for the attainment of new levels of employment.
3. That we have peace rather than war on the industrial front.

### C.E.D. Contributions

On the business front, the United States Chamber of Commerce, the National Association of Manufacturers, and literally hundreds of trade associations are making important contributions toward the stimulation of planning by individual enterprisers. The Committee for Economic Development has been endeavoring to make its contribution by carrying on a two-phase operation. Through its Field Development Division it has attempted to stimulate and assist America's two million employers in the making of their plans, first selling them the idea that it is smart to plan boldly if you plan smartly. The second phase of the operation is carried out by our Research Division. Through this division we are hoping to help bring about the changes in government and busi-

(Continued on page 27)

## SURPLUS PROPERTY DISPOSAL JOB FOR ALL, HURLEY SAYS

**R**OBERT A. Hurley, former Governor of Connecticut, and member of the Surplus Property Board, addressed a joint meeting of the Association and the New Haven Chamber of Commerce at Yale University recently. Highlights of Mr. Hurley's speech are given here.

"When Mr. Fuller learned that members of the Board were making talks on surplus property disposal to groups such as yours throughout the country, he very graciously afforded me the opportunity to make my first talk outside of Washington in Connecticut.

"The most frequently asked question is how much surplus property is there going to be. Estimates run from fifty billion to one hundred and fifty billion. This question cannot be answered with any degree of accuracy at this time. A private economist arrived at this conclusion: 'A total of 60 billion (original cost) for the inventory held by our armed forces at the close of the war seems to be the maximum plausible figure warranted by the official statistics of our war production, and this figure makes generous allowance for left-overs due to changes in armaments and tactics, for usual stockpiles and for lag in contract cancellations.'

"We do know what the government has invested in plants and industrial facilities. For the country as a whole it totals approximately sixteen billion dollars.

"Aside from purely war facilities—such as shell loading plants—by and large it is usable property and it is the Board's firm intention to see to it that it is used. We have no intention of effecting cutbacks in economic opportunity. We firmly believe that if we can produce abundantly for war we can produce abundantly for peace. Not by government operation of industrial plants, I hasten to add, but through the vigorous operation of a free enterprise system.

"From now until VJ-Day, we anticipate a growing volume of surplus property, particularly consumer goods. They must not, and they will not, be stored in warehouses to hang over our economy like a Damocles sword. We plan to sell as much as we can as early as we can, while demand is high, and before industry can satisfy that demand. We plan to sell in such a way as to not unduly disrupt normal trade.

"Articles such as trucks, tires, and construction machinery will be put into normal trade channels as quickly as possible to bridge over the hiatus between the current, pent-up demand

and the ability of industry to get production-in-volume under way. When these needs are satisfied we intend to stagger our disposal property so as not to put a brake on new manufacture. We intend to utilize the best marketing brains that we can get to devise sales programs that will keep our commerce on an even keel.

"There will be no hidden ball plays in our operations.

"As manufacturers you have a dual interest in surplus property disposal. You want to see the program carried out so as not to interfere with new production. At the same time, you have an interest in the acquisition of government-owned capital goods, both complete plants and movable facilities.

"In Connecticut the government has a very considerable investment in plants and facilities. The value of government holdings in industrial, housing, and military facilities totals approximately \$356,000,000. Of this total, approximately 108 million has been invested in aircraft, aircraft engines and parts facilities; 17 million in ship construction and repairs yards; 63 million in ordnance plants; 50 million in tools and production equipment.

"Others, and I share their point of view, see the acquisition of government facilities in this state as a great opportunity to build up and equip the industrial plant of Connecticut.

"I realize, of course, that the policies of the Surplus Property Board with respect to the disposal of industrial plants and facilities can either make or break your best laid plans for the profitable utilization of government facilities.

"Those of you who are intimately connected with the machine tool industry know that during the war approximately \$4 billion worth of machine tools were produced, as against a total production during the 30 years preceding 1940 of \$3 billion worth of such tools.

"We have heard from certain quarters that government holdings in machine tools constitute a threat to the machine tool industry and that the only desirable course to follow is to scrap the bulk of them. On the other



CONNECTICUT INDUSTRIALISTS met recently at the Graduates' Club, New Haven, to hear ex-Governor Hurley explain the government's surplus property disposal program. Left to right, B. H. Reeves, vice-president, Rockbestos Products Corp., New Haven; H. H. Pease, New Britain Machine Co., New Britain; A. C. Fuller, president, MAC; Mr. Hurley and W. P. Kirk, vice-president, Pratt & Whitney Division, Niles-Bement-Pond Company, West Hartford.

(Continued on page 30)

## EDUCATORS AND BUSINESS MEN MEET IN HARTFORD

**R**EPRESENTATIVES of education and management in the Greater Hartford area, about 50 in all, held a dinner conference at the Hotel Bond May 15, the first in a series aimed at establishing mutual understanding and co-operation between educators and business men.

In addition the Hartford meeting discussed the job outlook in the Hartford area and agreed to utilize the machinery of the Hartford Chamber of Commerce to ascertain what business and the schools can do to assure employment after the war.

Albert I. Prince, president, State Board of Education, and editorial executive, Hartford Times, was chairman of the meeting called by F. D. Wish, Jr., superintendent of Hartford public schools, and R. H. Knowlton, executive vice-president of Connecticut Light and Power Company.

The gathering was a local outgrowth of the statewide Education-Management Conference held at the Hotel Bond last December, under sponsorship of the Connecticut State Teachers Association, and the Manufacturers Association of Connecticut, in co-operation with the Hartford County Manufacturers Association, Hartford Chamber of Commerce and other chamber and manufacturers' groups throughout the state.

William A. Dower, executive vice-president, Hartford Chamber of Commerce, the keynote speaker, stressed the need for co-operation between industry and education and said "education, in one of its finer meanings, is adjustment to life."

Related interests of business and industry in a jointly designed pro-



**PART OF THE GROUP** which attended the Greater Hartford area Education-Management Conference held May 15-16. Purpose of the conference was to preview pending problems and lay a basis for mutual understanding and cooperation between educators and business men.

gram for training potential workers were described by Mr. Knowlton and Mr. Wish. The latter emphasized the need for a "clearing house" committee of educators and employers to readjust vocational courses in the schools. He said the present two-way planning group would soon include labor representatives to iron out union regulations which prevent part-time employment of high school student

workers.

Dr. Robert H. Mahoney, director of secondary education in Hartford, said that in training pupils for post-war work "the schools must afford opportunities for occupational exploration and a measure of specialization."

Plans for reconversion and re-employment at Allen Manufacturing

(Continued on page 25)

**SPEAKERS** at the Education-Management Conference held at Hotel Bond, Hartford, May 15. (Top row, left to right) Albert I. Prince, president, State Board of Education and chairman of the Conference; W. A. Dower, executive vice-president, Hartford Chamber of Commerce; F. D. Wish, Jr., superintendent of Hartford Public Schools; Dr. Robert H. Mahoney, director of secondary education, Hartford Public Schools; (Bottom row, left to right) E. S. Grant, assistant treasurer and personnel director, Allen Mfg. Co., Hartford; L. W. Wheelock, director of guidance, Hartford Public Schools; R. H. Knowlton, executive vice-president, Connecticut Light & Power Co.; F. E. Wolcott, president, Silix Company, Hartford.





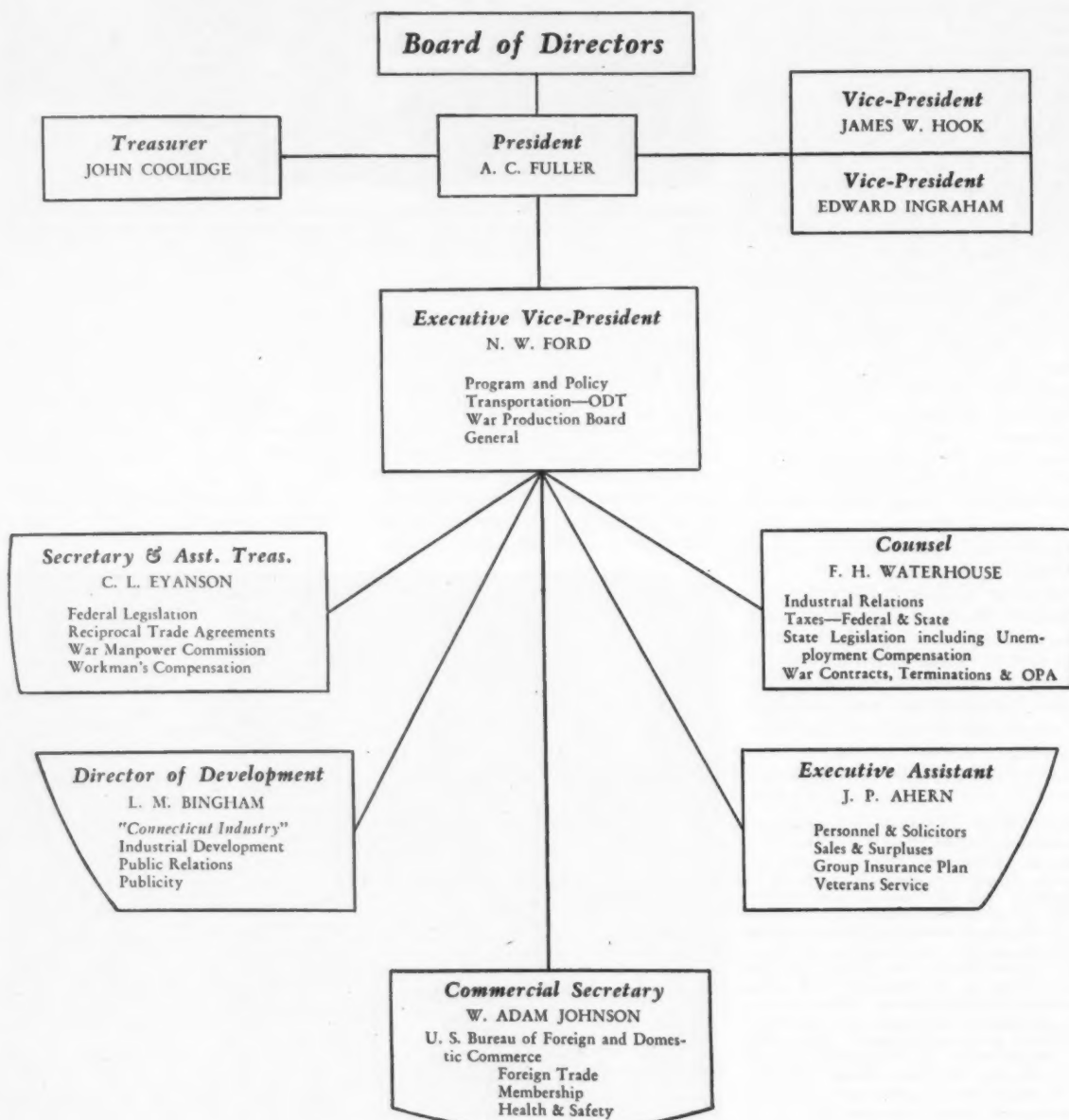
# ORGANIZATION AND FUNCTION CHART

## THE MANUFACTURERS' ASSOCIATION OF CONNECTICUT, INC.

At a recent meeting of the Association's Board of Directors, it was unanimously agreed that a staff organization and function chart should be prepared and published in *Connecticut Industry* as an aid to members and others in directing their inquiries to the proper member of the Association's staff. Since the chart lists only the four major activities of each staff member, it should not be considered as any indication that the Association's services are limited to the subjects mentioned, or that the work of each staff member is covered completely by the listings. On the contrary, the Association's services cover numerous other miscellaneous fields and sub-divisions of the major activities

previously outlined in greater detail on the last page of President Fuller's Annual Report of 1944.

Although staff members specialize in the major activities indicated by the chart, since their work is interchangeable to a substantial degree, we suggest that members and others feel free to discuss their problems with any member of the staff in the event that the man in charge of the subject is not available. If the staff member available does not know the answer to your problem, as a general rule he knows how to obtain it if it is required before the return of the man who specializes in the activity in question.







## INDUSTRIALISTS CONFER IN WASHINGTON

**B**ELIEVING that there is no substitute equal to personal consultation on matters of importance to Connecticut industry, a delegation of 20 Connecticut industrial officials, led by President Alfred C. Fuller, and C. L. Eyanson, Secretary of the Association, met with the full state delegation of Senators and Representatives at a dinner meeting at the Hotel Statler, Washington, May 22, to present the Connecticut industrial viewpoint on reconversion, government controls, manpower, patents and trademarks, and on the extension of the Reciprocal Tariff Act.

The speaking program, conducted in an atmosphere of informality, was launched with a discussion of reconversion problems by R. L. White, president of Landers, Frary & Clark, New Britain; and Edward Ingraham, president of The E. Ingraham Company, Bristol. Mr. White is a director of the Association, and Mr. Ingraham is a vice-president. Besides recommending orderly disposal of surplus materials and equipment, they advocated clarification of application of post-war credits, modification and eventual repeal of the excess profits tax, general revision of the Revenue Act, and a strict program of government economy.

Kenneth Fallon, vice-president of The A. C. Gilbert Company, New

Haven, assisted by W. U. Reisinger, vice-president and treasurer of the Remington Arms Company, Inc., Bridgeport, pointed out the evils of bureaucracy and machinations of many government agencies, making particular reference to the bad points inherent in OPA pricing methods. The evils of WPB Regulation M-388 which threaten disaster for the textile industry were also stressed.

H. W. Steinkraus, president, Bridgeport Brass Company, Bridgeport, and Board member of the Association, assisted by J. Reid Johnson, president, The Palmer Brothers Company, Fitchville, dealt with the subject of manpower in great detail, specifically calling attention to the difficulties arising through establishment of ceilings, manpower areas and the annual wage. They also recommended defederalization of unemployment compensation and decried the "cradle to the grave" program foreshadowed by the proposed amendments to the Social Security Act.

The matter of patents and trademarks was discussed by R. B. Fiske of the American Cyanamid Company, Waterbury, assisted by C. Forbes Sargent, president, Sargent & Company, New Haven. The discussion laid special emphasis on continued threats of prosecution by the Attorney General's office, as well as various phases of the

Lanham Bill.

W. M. Goss, executive vice-president, Scovill Manufacturing Company, Waterbury, assisted by Gordon Harrower, secretary and treasurer of Wauregan Mills, Inc., Wauregan, pointed out the dangers to the metals and textiles industries of Connecticut if the Reciprocal Tariff Act was to be extended in accordance with the Doughton Bill, giving the President the right to reduce tariffs 50% below that which they had already been reduced in recent years.

Other manufacturers present at the meeting were: W. S. Clark, works manager, General Electric Company, Bridgeport; J. S. Darcy, general manager and vice-president, Seth Thomas Clocks, Thomaston; L. H. Jockmus, Ansonia Manufacturing Company, Ansonia; J. H. Lewis, assistant to president, The Warner Brothers Company, Bridgeport; Carl Lynge, assistant general manager, General Electric Company, Bridgeport; Hamilton Merrill, vice-president, Manning, Maxwell & Moore, Bridgeport; Donald S. Sammis, vice-president, Underwood Corporation, Bridgeport; and Alpheus Winter, executive vice-president, Bridgeport Manufacturers Association.

The majority of the Connecticut industrial delegation remained to discuss specific problems with individual senators and representatives.

## SMALL BUSINESS PROBLEMS AIRED AT BOSTON HEARINGS

A DELEGATION of four executives representing Connecticut small business, led by L. M. Bingham of the Association's staff, presented coordinated testimony outlining the problems of small business and suggesting possible solutions at the seventh in a series of public hearings held by a subcommittee of the House Committee on Small Business of the House of Representatives at Hotel Statler, Boston, May 15 and 16. Of the 14 hours of hearing time consumed by more than thirty New England small businessmen, the presentation of testimony and the subsequent questioning of Connecticut witnesses consumed approximately one hour and forty-five minutes, or nearly one-seventh of the total time allotted to all witnesses.

### Jones Calls For Changes in Tax Laws

Leading off for the Connecticut delegation, Henry W. Jones, Jr., President of the American Tube Bending Company, Inc., and of the New Haven County Manufacturers Association, and Director of the Manufacturers

Association of Connecticut, Inc., expressed fear that small industries will not be able to meet their obligations to provide the maximum number of jobs to returning servicemen if major changes are not made in present tax laws.

After giving background concerning the problems his company faced during a period of tremendous expansion from 1939 until the present, Mr. Jones urged the committee specifically to recommend to Congress a course of action which will permit small industries to pit their resources and brains against all competitors "under tax laws which apply equally to large and small, and do not take past size and performance as a basis for present taxation, and which allow incentive for future development." Among his recommendations to accomplish the desired result which he saw as necessary to the creation of the maximum number of jobs by small industry at the close of the war, he emphasized the following: the need for the abolition of the capital stock tax; the need to advance to September 1, 1945, the maturity date of outstanding excess profits tax postwar refund bonds;

the urgent necessity to speed up refunds resulting from carry-backs of net operating losses and of unused excess profits credit; the need to provide for speed-up of refunds resulting from renegotiation of deductions for amortization of emergency facilities; and the advantages of a pay-as-you-go tax policy for corporations. He also called the regulations under which the Boards renegotiate on the basis of sales rather than profits, "a perversion of the intent of Congress" which only desired to take away excessive profits rather than to have them reduced to a small percentage of sales.

### Association's Efforts Outlined

Starting Connecticut's presentation the second day of the hearings, May 16, L. M. Bingham of the Association made a brief preliminary statement outlining the background and services of the Association and specifically pointing out the following: That 86.6% of the Association's members employ less than 500 employees; 73% employ less than 200 employees; 58% employ less than 100 persons; that

(L. to r.) CHARLES NEUMANN, president, Argus Engineering Company and JOHN H. DOWD, partner in John's Hartford Co., both of Hartford, testified at the hearings before the Small Business Men's Sub-committee of the U. S. House of Representatives in Boston May 15 and 16.

TWO NEW HAVEN MEN, R. M. Bixler (left) president, J-B-T Instruments, and Henry W. Jones, Jr., president of American Tube Bending Co., who presented testimony at the recent hearings on small business held at the Statler Hotel, Boston.



the Association had aided for many years and was continuing to aid member companies in matters pertaining to research, new products and finances. He specifically mentioned the Association's most recent effort in cooperation with the Connecticut Bankers Association in forming the Industrial Loan and Credit Committee last February. The committee is working on a program to promote longer loans for industry and to develop a method of providing equity capital which cannot be furnished by banks under present banking rules and regulations.

### **Neumann Lauds War Work Of Tool and Die Industry**

Charles W. Neumann, president of the Argus Engineering Company, Hartford and president of the Hartford Chapter of the National Tool and Die Manufacturers Association, recommended an increase in the treasury department rate of allowable depreciation, from the present maximum of 10% to a straight 20% depreciation on capital equipment, with the provision that at no time shall the reserve for depreciation exceed 50% of the original investment. Mr. Neumann pointed out that speed-up of depreciation would "provide an incentive to equip our industries as efficiently as possible, providing steady employment for workers not only in the tool and die industry but in the machine tool industry as well." He also called attention to the fact that the tool and die industry, composed of some 6000 small companies, had increased their production five to ten times or more to meet the increasing demands of the larger mass production industry—all through an intense application of initiative, ambition and know-how despite the great handicap of being unable to secure anything but antiquated tools.

### **Dowd Asks Installment Buying of Machine Tools**

John H. Dowd, general manager and partner of Johns-Hartford Tool Company, Hartford, urged that small manufacturers be taxed on that portion of "their profits—reinvested in equipment only—at the rate of 20% a year thereby providing reconversion capital, also that small industries be permitted to buy, on install-

ment payments, the machine tools they need from government surpluses, provided they dispose of an out-dated and out-moded machine for each new one so procured."

Complimenting the general staff in Washington for its strategy in preparing for an overwhelming superiority of all types of weapons, Mr. Dowd declared "their strategy would have come to naught without the 'know how' of thousands of small tool and die and machine shops to furnish quickly the necessary models, gauges, tools, dies, jigs, fixtures and precision parts in order that the large mass production industries could get underway rapidly to produce war equipment."

Mr. Dowd warned that unless some method was found to thaw the frozen profits now in the form of obsolete equipment, which are the major portion of the assets of many small companies, that the liquidation of small shops and subsequent loss of ability to create much needed jobs after "V-J" Day will result.

### **Bixler Stresses Need For Excess Profits Tax Relief**

R. M. Bixler, president of J-B-T Instruments, Inc., New Haven, appealed for the assistance of the Select Committee on Small Business to obtain a clarification of section 722 of the 1942 Excess Profits Tax law "which now places new businesses at a serious disadvantage against older competitors who had good earnings in the years 1936 to 1939." In stressing the need for relief under Excess Profits Tax, he pointed out how it was next to impossible under present Treasury regulations to get relief through any attempt to set up "average reconstructed base earnings" without ability to get proof which was sufficiently convincing to be generally accepted by the Treasury Department. In addition, Mr. Bixler also indicated the general agreement with the views expressed earlier by Henry W. Jones on the matter of eliminating double taxation, modification of Excess Profits Tax, repeal of the Capital Stock Tax, and the desirability of setting up business reserves this year to be exempt from taxes and renegotiation, provided they are used for post-war employment.

### **Other Recommendations**

A number of other statements dealing with tax and renegotiation injustices and the need for equitable capital, and raising of the tax exemption for small businesses up to \$25,000 and even \$50,000 before the onset of excess profits, were received from Association members and filed with the committee.

Subsequent to the hearings, testimony by L. R. Ripley, president and general manager of the United Cinephone Company, Torrington, dealing with equity capital repricing and obsolescence has been filed with the House Small Business Committee in Washington.

K. D. Browne, Secretary-Treasurer of Plastics Manufacturers, Inc., of Stamford, was also scheduled to appear in person with Mr. Ripley but was unavoidably detained. He has since submitted testimony to the committee advocating better coordination between the War Manpower Commission and the War Production Board in order to avoid the serious consequences of bogging down of business during the reconversion period.

It was brought out during the hearings that the House Committee on Small Business desires to serve as the Washington representative of small business. From the practical standpoint this would mean that if small business had filed all necessary applications, data and had generally followed out instructions of any government department or agency without getting relief, the committee staff would attempt to ascertain all facts from the governmental side, and if such investigation indicated the businessman's complaint justified, the subcommittee would hold executive hearings to bring out the facts and make recommendations to the specific government agency in the event the situation could not be ironed out equitably through conferences arranged by the committee's staff. For any member companies who have followed the methods outlined by any government agency, and have still been unable to secure what they considered justice, we would suggest that they consult the Association relative to the possibility of taking the matter direct to the Select Committee of the House of Representatives for their assistance.



# NEWS FORUM

This department includes digested news and comment about Connecticut Industry of interest to management and others desiring to follow industrial news and trends.

**PLASCOMOLD CORPORATION** of Unionville has changed its name to LaPointe-Plascomold Corporation. The plastics firm recently purchased the assets of the LaPointe Engineering Company, also of Unionville.

Officers of the firm are: Jerome E. Respass, president; Albert A. LaPointe, vice-president; Robert W. Hayes, treasurer, and J. Ronald Regnier, secretary.

★ ★ ★

**REPRESENTATIVE** Herman P. Kopplemann recently announced that he had recommended Bernard O. Bailey to the Post Office Department for appointment as acting postmaster in the Glastonbury office. Mr. Bailey has been a postal clerk in Glastonbury since 1924.

★ ★ ★

**THE WAR PRODUCTION BOARD** recently revoked its controls on an array of civilian products ranging from golf clubs and juke boxes to house trailers but gave manufacturers no metal to make them. It simultaneously predicted the manufacture of 200,000 passenger automobiles late this year with output increasing to 400,000 in the first three months of 1946 and eventually reaching an annual output of 2,000,000.

Until WPB's announced creation next July of an uncontrolled pool of steel, copper and aluminum for civilian use, manufacturers must get along with such idle, surplus or second-hand steel as they can find.

The publishing industry will benefit from the lifting of restrictions on the manufacture of new printing machinery and the removal of limits on the amount of copper and zinc which may be used in the production of printing plates. It will probably take eight or nine months to provide printing items that have been discontinued completely.

★ ★ ★

**LAWRENCE Y. SPEAR**, president of the Electric Boat Company, in his annual report made public recently, stated that the firm will enter the postwar period in a strong financial position.

Wartime builders of submarines and PT boats, the firm had a net income of \$2,974,713 for 1944 against \$3,296,739 in 1943. Current assets and inventories were \$26,604,381 and current liabilities, including advances against work in progress, \$12,542,004.

★ ★ ★

**EDWIN B. BENNETT**, sales manager, Cole-Roscoe Mfg Co., South Nor-

walk, died recently. Mr. Bennett was born in Georgetown, Connecticut, on April 23, 1869, son of Eli Gilbert and Mary Esther Bennett. His grandfather, Sturgis Bennett, was one of the founders of The Gilbert & Bennett Manufacturing Company of Georgetown. He was connected with this concern for over 20 years.

Later he organized the Bennett Wire Company, Inc., of South Norwalk, and conducted this concern for 15 years. After leaving this firm, he became associated with The Cole-Roscoe Manufacturing Company of South Norwalk, and was with them for 17 years.

Mr. Bennett spent his entire business career of 60 years in the wire cloth industry.

He is survived by his wife, Isabelle Gibson Bennett, and his son, Birchard Gibson Bennett, who is secretary of The Cole-Roscoe Manufacturing Company and the fourth generation in his family to follow this trade.

★ ★ ★

**H. O. ANDERSON** has been elected vice-president in charge of sales of the Rockbestos Products Corporation of New Haven. Mr. Anderson will direct sales and distribution of the firm's line of heatproof and flameproof insulated electrical wires, cables and cords. Mr. Anderson joined Rockbestos in 1927.

★ ★ ★

**CHARLES G. BILL**, vice-president of the Connecticut Power Company, was recently given a testimonial dinner at the Farmington Country Club in honor of his seventy-fifth birthday by employees of the Farmington Valley division.

Charles Hewitt of Collinsville, oldest active employee of the concern, presented Mr. Bill with a clock on behalf of the employees. Samuel Fergu-

## Point-of-Sale Decisions

Such a large percentage of retail store sales of packaged goods are made on impulse (as surveys show), that it's safe to say: "The carton that catches the eye catches the cash."

A Folding Paper Box which proclaims the quality of your product . . . and gives refreshing eye appeal to the shelves and counters of stores . . . is a sales asset too important to overlook.

Robertson designs and builds boxes which do just that . . . everything from original idea to the finished job.

**ROBERTSON  
PAPER BOX COMPANY**  
MONTVILLE, CONN.  
NEW YORK OFFICE  
420 HUNTINGTON  
AVENUE



son, president and H. W. Lawrence, division manager, recalled Mr. Bill's long association with the firm.

★ ★ ★

**THE BEAD CHAIN** Manufacturing Company of Bridgeport was recently awarded a second star to add to its "E" flag. W. G. Bryant is the president of the company which has been supplying identification tag chains to the Army and Navy. In addition the concern has produced special chain assemblies for use on ships, planes and tanks and has manufactured large quantities of radio and radar component parts for the armed forces.

★ ★ ★

**GRAHAM H. ANTHONY**, president of Colt's Patent Firearms Manufacturing Company, recently informed the board of directors that in the first 12 weeks of this year Colt's had operating earnings, before taxes, of approximately \$550,000 on a volume of business about 50 per cent less than in the same period of 1944 and contrasted with a loss of \$485,000 last year. In the last 20 weeks of 1944, Colt's had a net profit of \$778,000, indicating a definite trend in the right direction.

Vice-President B. F. Conner said that the prospects for the plastic division were bright and that Colt's is today the second largest manufacturer of plastic buttons in the United States.

Vice-President Dwight Phelps of the small arms division said that the 1920 to 1926 machine gun production represented only a small part of the company's production and what the situation will be after this war is uncertain but that the war has developed many improvements in guns and it is assumed that the government will want the most modern weapons.

New lines will be added to the Autosan division which manufactures the Colt washing machine.

★ ★ ★

**THE WAR PRODUCTION BOARD** recently removed restrictions on the production and delivery of typewriters by revocation of limitation order L-54-A. Factories now engaged in important war work will be required to finish their present contracts before reconverting unless said contracts should be cancelled. The revocation order makes unnecessary the authorization on form WPB-1319 for the purchase of a new typewriter.

Atlanta  
Cedar Rapids  
Charlotte  
Chattanooga  
Chicago  
Cincinnati  
Cleveland  
Dallas  
Dayton  
Denver  
Des Moines  
Detroit

El Paso  
Ft. Wayne  
Grand Rapids  
Jacksonville  
Kansas City  
Los Angeles  
Madison  
Memphis  
Milwaukee  
Oakland  
Peoria  
Pittsburgh

Portland, Ore.  
Richmond  
Rockford  
San Diego  
San Francisco  
San Jose  
Spokane  
St. Louis  
St. Paul  
Topeka  
Tulsa  
Waco

## DO YOU COMPETE WITH ANY OF THOSE TOWNS?

*If so, read how I have been helping them  
and consider having me do as much for you*

Whether the recent ICC decision giving South and West new freight rate advantages hits you hard now or not, it can hardly help you in competing with those sections for domestic business.

Nor is there any sound reason why each city named above and quite a few others west and south should have one or more concerns selling under methods spread from here in the course of 15 years, while you do without the help of same.

### Training Your Competition

When it comes to selling methods, one might have figured advertising agencies to be right up top.

But the reason you find me jumping all over the map on calls to come over into Macedonia and help is that agencies out yonder first adopted our selling methods, then—not all, but many of them—

1. Applied same to client problems under royalty and some long-distance direction by yours truly, or
2. Called me in to consult and inspect, or install beyond the agency's capacity, or
3. Used a combination of both.

In consequence, not only I but an increasing number of sales-minded agencies have been systematically gearing up a flock of industrials west and south for better selling, to the point where I haven't had time for ten years for canvassing here in New England.

### The one best Way to Help YOU

But having to fight just a little harder for train and hotel reservations on each of eight fairly long swings west in 16 months now makes me hanker to spend a bigger share of time nearer home, and to make it worth your while as well.

Write on business letterhead for further info. and FREE copy of chart for checking how good your sales procedures are.

Out of all the ways in which different members of our "chain" got started, none was ever more nearly satisfactory to both parties than a start here at Westport.

A week here in quiet, free of interruption, with constant access to original exhibits culled from over 30 years of collecting, has invariably got the new customer off to a faster and better start than any other approach.

### Seeing Is Believing

For the battle over adopting this or that method is almost never on the subject of money cost but on that of whether or not the effort involved will be worthwhile.

No amount of writing, no amount of oratory, has ever been half so convincing (or time-saving) as to pull out whatever completed job was needed to let the visitor see the point instead of debating it.

Since I couldn't carry file cabinets around with me, it followed that those who came here to study sales, sales promotion, sales management, sales training, and/or other management methods got much the fastest start.

### Consultation, not "School"

Although many visitors have spoken of it as "going back to school" I've no set course to offer you, nor any pet system—only orderly means of helping you review problems from soup to nuts, then lay out programs feasible under your particular conditions.

I'm still too loaded to come and see you on suspicion. But if you are thinking hard about selling, let me send you (free, of course) a homespun bulletin telling more about what a week here could do for you. For I've helped lots of others around the map and hardly believe you'd be disappointed.

**LYNN W. ELLIS**  
Westport, Conn.

## BKW FLASH

WAR PRODUCTION BOARD'S DIRECTOR OF MANAGEMENT CONSULTANT DIVISION NOW ON BKW STAFF. FORMER CONNECTICUT EXECUTIVE JOHN W. NICKERSON LEAVES GOVERNMENT AND RETURNS TO INDUSTRY. MR. NICKERSON CAN HELP YOU PUT YOUR BASIC RELATIONSHIP WITH LABOR IN ORDER. MAKE IT CLEAR AND FAIR. REDUCE MISUNDERSTANDINGS AND ERUPTIONS. NEGOTIATE UNION CONTRACTS. DEAL WITH GOVERNMENT AGENCIES. DON'T WAIT UNTIL YOU RUN INTO TROUBLE. START LAYING GROUNDWORK NOW FOR AVOIDING CONTROVERSY WITH LABOR

BIGELOW KENT WILLARD & COMPANY  
MANAGEMENT ENGINEERS  
BOSTON  
NEW YORK



In selecting a consulting firm you are entitled to the best.

Check this list for fields in which we can be of service:

PRODUCTION DESIGN	TIME STUDIES
TOOL DESIGN	WAGE ADMINISTRATION
PLANT LAYOUT	INCENTIVES
QUALITY CONTROL	REORGANIZATION
OPERATION ANALYSIS	TECHNICAL PERSONNEL
MOTION ECONOMY	FINANCE
MATERIAL HANDLING	COST REDUCTION
OVERHEAD OR BURDEN ANALYSIS	

Ask for booklet,  
"A Practical Service for Progressive New England Management"

**R. H. WINSLOW & ASSOCIATES**  
*Engineers - Consultants*

36 PEARL STREET

HARTFORD 3, CONN.

**FEDERAL LOAN ADMINISTRATOR** John W. Snyder recently announced that the Defense Plant Corporation, at the request of the Navy Department, has increased its contract with United Aircraft Corporation to provide additional equipment at a plant at Stratford at a cost of approximately \$800,000 resulting in an overall commitment of approximately \$6,000,000.

★ ★ ★

**ARTHUR J. PRATT**, general manager of the Safety Equipment Service Company of Putnam, a subsidiary of the American Optical Company, recently announced that the company will manufacture four million pairs of the new GI plastic sun glasses for the Army and Navy.

The glasses are described as being an aid in landing operations by transmitting true colors and are said to be non-shatterable.

★ ★ ★

**THE JUNIOR CHAMBER OF COMMERCE** of New Haven recently sponsored a "Pop" concert in the New Haven Arena in connection with the National Music Week. Music was furnished by the 70 piece New Haven Symphony Orchestra under the direction of Harry Berman with Nan Merriman of the Metropolitan Opera as guest soloist.

★ ★ ★

**G. ARTHUR GISSELBRECHT**, retiring president of the Torrington Foremen's Club, recently announced that the organization had been awarded the "E" award from the National Council of Foremen's clubs. The club was the first to be so honored during its first year of affiliation with the national organization.

The new officers are: John J. O'Connell, president; Leon J. Bruno, vice-president; Nicholas E. Doyle, treasurer; C. C. Holbrook, recording secretary and John B. Maylott, executive secretary.

Ralph E. Thompson, president of the W. L. Gilbert Clock Company of Winsted, was toastmaster at a dinner at which the announcement was made and the principal speaker was David O. Woodbury, contributing editor to Collier's magazine.

★ ★ ★

**THE WAR PRODUCTION BOARD** has announced its "spot" re-

# "GREATNESS IS NOTHING BUT MANY SMALL TRIFLES"

Old Proverb

The precision required of Connecticut Telephone & Electric Division's production keeps us on our toes . . . developing new and better manufacturing methods . . . devising improved techniques of quality control. One example is the crystal tester developed by our engineers which gives us a quality check in quantity.

This is one of many special instruments in Connecticut Telephone & Electric Division's plants. Each is designed to assure our armed forces of better products. Each one contributes its trifle of greater dependability and higher accuracy to the electronic and communications equipment you will use after the war.

## Eliminating the element of human error

To meet modern standards of manufacturing, random spot checks are not enough. At the left is a sweep balance recorder, recently developed in our engineering department, for making 100% production tests of radio crystals. It makes a permanent and simultaneous record of frequency deviation and activity vs. temperature. It plots 71 two-curve diagrams with a total of 4,000 measurements, in less than an hour. This instrument is adaptable to diversified industrial applications which require the recording of two sets of variables.



**CONNECTICUT TELEPHONE & ELECTRIC DIVISION**

GREAT AMERICAN INDUSTRIES, INC. • MERIDEN, CONNECTICUT

# INDUSTRIAL ADVERTISING

is the tough, coldly analytical science of creating and selling to industrial markets. There's no place for frills and pretty headlines; engineers want facts not floss. It's the business of *making every word and dollar bring concrete results*—by knowledge, not by guesswork or luck.

## TECHNICAL KNOWLEDGE

is absolutely essential. You wouldn't keep a salesman who didn't understand your products; your advertisement is just as much a salesman, and the men who prepare it must be engineering-trained with broad technical knowledge to state facts accurately and clearly, the way the reader wants them.

## CLEAR, CONCISE COPY

Whether an advertisement, catalog, or mailing piece, you're talking to technical men who demand that you "get to the point." It's the technical facts that sell industrial products — sledge-hammer, not featherduster, copy written in a clear, concise and logical manner is the scientific approach to industrial sales.

## BROAD FACILITIES

With every facility to handle every phase of your work, the recognized industrial advertising agency in Southern Connecticut, with engineering-trained men specializing on industrial accounts, is

*the*  
**PRODUCTS  
RESEARCH**  
*company*  
**STAMFORD, CONN.**

conversion plan for civilian goods production. Under the spot plan, manufacturers in 184 cities and industrial areas who can prove they have labor, machinery and materials not needed in the war effort, may apply to WPB for permission to commence the manufacture of civilian and consumer products.

★ ★ ★

**EDWARD M. HEERY**, advertising manager of the Rockbestos Products Corporation, New Haven, was elected president of the Industrial Advertising and Marketing Council, Western New England Chapter of the NIAA, at the annual meeting held in Hartford's University Club May 10. He was advanced from a vice-presidency to succeed Roger Lyman of the Torrington Manufacturing Company, Torrington. In behalf of the group, past president Gerald M. Fletcher, advertising manager of the Stanley Works, New Britain, presented Mr. Lyman with a fountain pen.

The following officers were elected to serve with Mr. Heery: first vice-president, P. F. Bannister, The Fafnir Bearing Company, New Britain; second vice-president, Donald Buckwell, the Stanley Works, New Britain; secretary-treasurer, J. E. Reed, the H. B. Smith Company of Westfield, Mass.; directors, Howard Donahue, Abbott Ball Company, Hartford, and Kenneth Thornton, Cuno Engineering Corpora-

tion, Meriden; associate director, Harold Thayer of "Mill Supplies" of Meriden. The new president was nominated for national director.

★ ★ ★

**NORRIS W. FORD**, executive vice-president, The Manufacturers Association of Connecticut, Inc., has just been appointed as primary liaison adviser to the International Trade Relations Subcommittee of the World Trade Policy Committee of the NAM by Ira Mosher, president of the NAM. The International Trade Relations Committee appointed is one of four subcommittees which operate more or less independently under the World Trade Policy Committee, and which include the following three additional committees: International Transportation and Communications Committee; International Cooperation Committee, and International Financial Relations Committee. In his capacity of liaison adviser, Mr. Ford will transmit to the International Trade Relations Subcommittee what he believes to be the thinking of the National Industrial Council group on such matters as international cartels, reciprocal trade agreements, trading subsidies, international commercial arbitration and any other matters in which the Committee may become interested. Whenever differences of opinion occur between the NAM committee and the



OFFICERS OF THE INDUSTRIAL ADVERTISING and Marketing Council, Western New England Chapter of NIAA, following the annual meeting held May 10 at the University Club, Hartford. Left to right: P. F. Bannister, Fafnir Bearing Company, New Britain, first vice-president; Roger Lyman of the Torrington Manufacturing Company, retiring president; E. M. Heery of Rockbestos Products Corporation, New Haven, new president; Donald Buckwell of Stanley Works, New Britain, second vice-president.



NIC group, he will seek further clarification of the disputed points and seek to eliminate them by means of consultations arranged through the NIC staff.

The overall World Trade Policy Committee is under the chairmanship of Herbert H. Schell, President, Sidney Blumenthal and Co., Inc., owners and operators of the Shelton Looms of Shelton, Connecticut. F. L. Hopkinson, vice-president, Willys-Overland Motors Inc., Toledo, Ohio, is chairman of the International Trade Relations Subcommittee.

★ ★ ★

**INSTEAD OF** taking time off to celebrate V-E Day, employees of M. H. Rhodes, Inc., Hartford, observed the event by staying on the job and raising production in the Norden bombsight division by 35 per cent that day, according to M. H. Rhodes, president of the company and chairman of the board of directors. Mr. Rhodes hailed the record made by his employees as an indication of what American workmen can be expected to do in the way of turning out goods for the war against Japan. The company head said it is obvious the workman means business in so far as the Pacific war is concerned and added: "This is something for Tokyo to think about."

★ ★ ★

**CHARLES E. ROLFE** is now vice-president in charge of the Connecticut office of Albert Woodley Company, New York advertising agency, having assumed his new position May 1 after

retiring as assistant to the president of Southern New England Telephone Company. Mr. Rolfe, whose new office is at 205 Church St., New Haven, organized and for 20 years directed the advertising and public relations office of the telephone company.

Mr. Rolfe was first chairman of the Connecticut Development Commission and has been active in the activities of the New England Council. He is a founder of the New England Research Foundation, Inc., and formerly served on the New England Regional Planning Board. In addition he was a director of the Eagle Lock Company of Terryville.

★ ★ ★

**SOME 485 EMPLOYEES** of the High Standard Manufacturing Company of Hamden have been laid off because of a cutback in production of .50 caliber machine guns. The shift from a two-war to a one-war front made necessary the reduction, according to the Springfield Ordnance District.

★ ★ ★

**ACCORDING TO** the War Production Board, four Connecticut electric iron manufacturers were permitted to increase overall production of irons by 6,500 during the second quarter. Nearly all electric irons produced by these companies were earmarked for civilian consumption, WPB said.

The biggest advance in production was assigned to Silex Company of Hartford which was allowed to jump its first quarter quota of 500 to 10,000 in the second quarter. Manning-Bow-

man Company of Meriden, which manufactured no electric irons in the first quarter was permitted to turn out 1,014 in the following three months. Son-Chief Electric of Winsted was ordered to halt production in the second quarter, against a production of 3,997 in the first period. The schedule for Verplex Company in Essex remained practically the same, 25,005 for the first quarter and 25,000 for the second.

★ ★ ★

**COL. LESTER W. HURD**, commanding officer of the Boston Chemical Warfare Procurement District, has revealed that the primacord, a clothesline-like fuse made by the Ensign-Bickford Company of Simsbury, is the agent that scatters the individual six-pound M-69 incendiary bombs, used especially in Japan, from the 500-pound clusters dropped by the B-29 superforts. The colonel, who recently commended the company's workers, said each individual bomb also functions with an Ensign-Bickford spitter fuse which, in addition, acts as a delaying fuse in the six-pound fire sticks.

A few thousand feet from the target the action of a delayed fuse ignites the length of the primacord which is in the center of the cluster of bombs, the colonel explained. Thus the explosion of the primacord breaks open the steel strappings and allows each six-pound fire stick to fall on its target, he said.

Primacord has other uses also. It is one of the most widely used of all detonating explosives by the Army overseas for demolition purposes. No

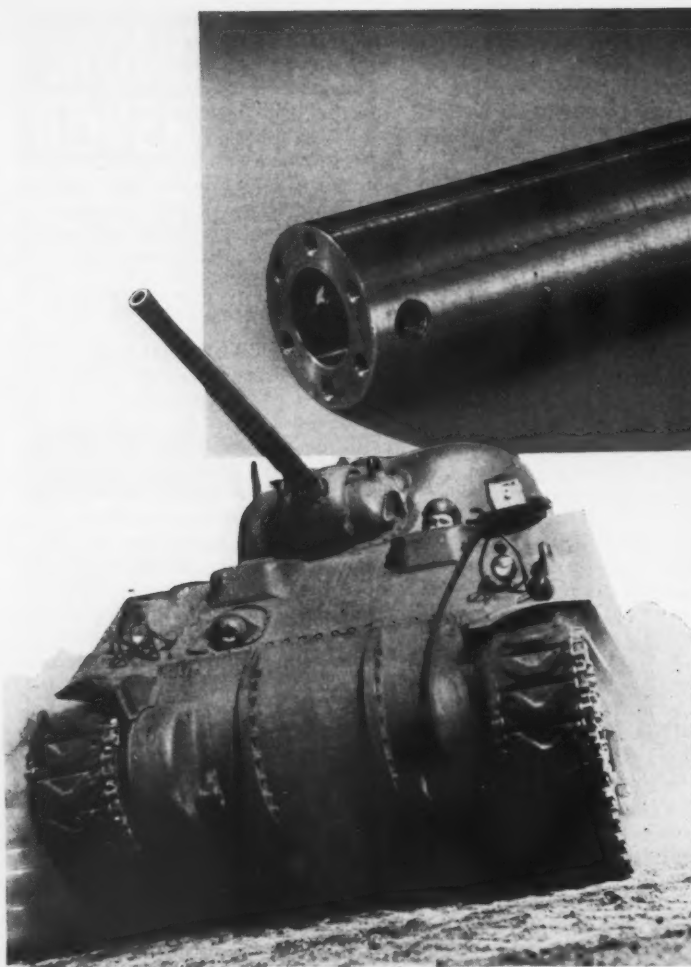
*Advertising  
IDEAS for  
Manufacturers  
PLANS · COPY  
LAYOUT from  
start to finish  
TELEPHONE 2-2823*

Today manufacturers are asking themselves: What are we going to be up against in the switch-over from war to peace-time production? How about our old customers? Where are the new ones? What about a distribution plan? What advertising should we do?

No one has all the answers to the questions about production and selling which manufacturers are puzzling over during these eventful days. But there are certain preliminary steps that can be taken now which we, with years of experience, are competent to assist with. We invite manufacturers in the Hartford area to inquire about the service we as advertising agents are prepared to render.

**MANTERNACH, Inc.**

172 HIGH STREET • HARTFORD, CONN.



*Tests show remarkable increase in accuracy and efficiency with the installation of the gyro-stabilizer*

## On the TARGET

The invention of a remarkable device called the Gyro-Stabilizer has given American tanks great superiority over those of other nations.

The Stabilizer is controlled by a gyroscope, small enough to be held in the hand. The gyroscope controls the pressure of the oil in a hydraulic cylinder which moves the gun. Thus the gun is held on the target even while the tank is plunging across rough ground.

This ability of American tanks to shoot accurately on the run gives them a tremendous advantage over enemy tanks, which must stop to fire.

The Machine Tool and Gauge Division of The Fuller Brush Company is producing hydraulic cylinders which are used in

this remarkable invention. All internal dimensions and clearances must be held to very close tolerances — less than one-half thousandths of an inch — in order to obtain the high pressure necessary for operation of the stabilizers.

Manufacturing parts of stabilizers is only one of many such production jobs carried on in this Division, which is wholly engaged in war work also turning out radar mechanisms and parts, bomb supports and other war material.

To take care of military and industrial orders is the imperative duty of the Fuller organization. Fuller Personal and Household Brushes aid cleanliness and morale on the home front, and your Fuller Dealer continues to supply these useful and essential products.



### **The FULLER BRUSH Company**

**HARTFORD, CONNECTICUT**

**Pioneer manufacturers of brushes for home and industry**

**(In Canada: Fuller Brush Company, Ltd., Hamilton, Ontario)**

larger around than a lead pencil, the innocent looking "clothesline" explodes in the neighborhood of 22,000 feet a second.

★ ★ ★

**CARTER W. ATKINS**, executive director of the Connecticut Public Expenditures Council, addressing a regional meeting of the council held recently at Shuttle Meadow Club, New Britain, said the present level of prosperity can be maintained in the post-war period only if taxes decline in the same ratio as income declines. All signs point to a federal tax bill of 20 to 25 billion dollars after the war, he said. Even if taxes were cut as much as 50 per cent below the present level of 40 billion, the country would still have a tax bill—federal, state and local—of \$355 for every person. A per capita income of \$1,194 is required to pay that tax bill and leave each person with the same disposable income that each has now. It is the income after taxes which means buying power and determines prosperity, he said.

Charles L. Campbell, Hartford, chairman of the council's board of trustees, pointed to the need for a drastic cut in public expenditures, saying he believes that greater value for the taxpayer's dollar could be gained by state and local governments in Connecticut through a continued friendly co-operation between public officials and an expert citizen agency.

**HIGH SCHOOL YOUTHS** will be given an opportunity to secure a complete understanding of the fundamentals of the American business system through the program of the Junior Achievement of Connecticut, said Roy W. Moore of New York, president of Canada Dry Ginger Ale, and a member of the national board of Junior Achievement, Inc., at a special information meeting held in Hartford recently.

Junior Achievement is a national organization backed by business, labor and educational leaders, said Robert L. Lund of St. Louis, national president of Junior Achievement and retired head of Lambert Pharmaceutical Company. Its purpose is to teach young people what American business is all about through the process of "learning by doing."

Groups of teen age people organize miniature companies paralleling adult companies, he pointed out. They meet one night a week under the guidance of volunteer advisers and manufacture a product or sell a service, paying themselves wages and their stockholders dividends. They participate in all phases of business and with the guidance of their advisers get one foot over the fence into the business world.

Alfred C. Fuller, president of Connecticut Manufacturers Association and chairman of the meeting, said Connecticut is going to offer this program to its young people and definite plans have been laid for developing

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**GEOMETRIC TOOL COMPANY**, New Haven, recently added a fifth star to its Army-Navy "E" flag. The photograph, showing company representatives holding the flag, includes, from left to right: Louis Dimick, representing employees; Albert S. Redway, vice-president and general manager; Lt. Comdr. R. T. Fish, USNR, who presented the award; James W. Hook; Mrs. Ruby Martin, Arthur L. Martin and Peter Medvecky, representing employees.



## What to use . . .

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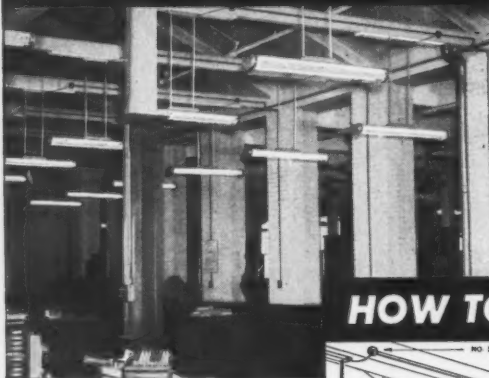


### WIREMOLD surface

#### METAL RACEWAYS

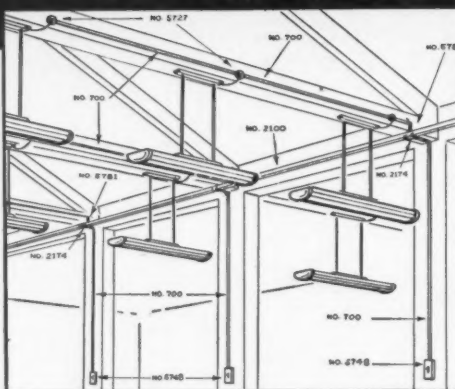
A complete series of basic surface raceway wiring systems . . . each with its own range of installation fittings . . . interconnectable one with another and with already installed wiring.

## WHERE TO USE IT . . .



In this photograph is shown a typical use of Wiremold 2100 and 700 raceways with their installation fittings in wiring a building of mill type construction for fluorescent lighting units. Note the wide adaptability of Wiremold in handling a difficult ceiling installation and the convenient arrangement of switch controls on the building columns.

## HOW TO USE IT . . .



Diagrammatic drawing shows the fittings used in this type of installation and emphasizes the interconnectability between the different sizes of raceway, which is an important feature of Wiremold. By using the various sizes of Wiremold raceways, interconnecting with each other and with existing wiring installed in the building, it is possible to plan a complete wiring layout from panelboxes to outlets with maximum economy in material and in time of installation. Write to The Wiremold Company, Hartford 10, Conn., for a copy of the Wiremold Catalog and Wiring Guide #16A and Engineering Data Sheets covering this type of installation.

### THE WIREMOLD COMPANY HARTFORD 10, CONN.

#### ELECTRICAL CONTRACTORS . . .



Business publications like these, with aggregate circulation of over 240,000 monthly among your prospects and customers, carry Wiremold advertising messages designed to **HELP YOU BUILD BUSINESS**. Tie in with this aggressive promotion program.



the program in 14 communities of the state. "We have key men on our state board of directors," he declared, covering the following areas: Hartford, East Hartford, West Hartford, Bristol, Meriden, New Britain, Middletown, Waterbury, Wallingford, Hamden, New Haven, West Haven, Bridgeport and Stratford.

★ ★ ★

A DIRECTIVE has been issued by Director of Economic Stabilization William H. Davis to the War Labor Board which substitutes discretionary authority for rigid standards in passing on fringe or non-basic wage adjustments. It sets up stabilization limits on wage adjustments such as night shift premium pay, but permits exceptions either above or below the limits under certain circumstances. In all cases where prices to the public or costs to the government are affected the adjustments are subject to the approval of the stabilization director.

Shift differentials in industries with necessarily continuous operations are 4 cents an hour for the second shift and 6 cents an hour for the third shift, which is the present WLB policy. In industries where operations by their nature are not necessarily continuous the penalty pay on employers is 4 and 8 cents an hour for the second and third shifts respectively. The stabilization limits for vacations are one week after one year of service and two weeks after two years of service.

The directive said adjustments higher or lower than these limits may be approved if the board finds that the amount of the adjustment follows an already established clear and well defined practice in the industry or the area.

The limit of 1 cent per hour or 1 percent on re-classifications and job re-evaluations, except in rare and unusual cases, also was relaxed to the extent that "rare and unusual" will be interpreted to mean exceptional cases of intraplant inequities.

The directive also authorized the WLB to approve or direct "other non-basic rate wage adjustments or changes in working conditions affecting earnings in cases where the board finds (1) that such adjustments or changes are in accordance with the substantial practice in the industry or the area which it would be inequitable not to follow in the particular case and which would be destabilizing to the area or industry, or (2) that they are equitable required to meet a special or



unique situation or problem within a company or industry and consequently are not of a precedent-making character."

★ ★ ★

**D. C. WARNER**, vice-president and treasurer of Bridgeport Hydraulic Company, a privately owned company serving water to Bridgeport, Shelton, Westport, Fairfield, Easton, Trumbull and Stratford, brings out in a letter certain difficulties facing his concern in the event an annual wage becomes operative in this country.

In part Mr. Warner's letter said:

"The company is called upon in varying degrees from year to year either to lay new pipe or re-lay old pipe, clean out water mains, repair masonry dams, gates, etc., and do various other construction work on our distribution system, transmission mains and dams. This is work that cannot be done properly and economically during the winter months when the ground is frozen. As a result this work must be done during the months when the frost is out of the ground. In normal times it takes a considerable crew to do this work."

In addition to the above, Mr. Warner points out, the company has an unusual situation because it owns "for the protection of its water supply a considerable amount of acreage surrounding its reservoirs. In order that this acreage may not be entirely unproductive the company has established peach and apple orchards, in addition to nurseries for growing trees to be planted in the water shed. The company produces annually many thousands of bushels of fruit. Work on these orchards is strictly seasonal and must be done during the spring and summer months, principally in the fall picking season.

"It so happens that during the winter months there is no work in the company's operations on which employees who are needed in the open months can be used. During normal years our payroll, or number of employees on our payroll, during the summer months is 40 to 50 percent higher than the number on our payroll in the winter. You can see that a large section of our work is seasonal.

"We believe that if the idea of an annual wage should become law, even if there were exceptions allowed to cover the situation of seasonal workers, it would be extremely difficult for our industry, or other industries requiring seasonal work, to secure la-

bor for the simple reason that the annual wage requirement would practically eliminate the itinerant worker who specializes in seasonal work and shifts from one class of work to another as the seasons change."

★ ★ ★

**SPOKESMEN** for the machine tool industry, currently faced with the greatest surplus in history, recently issued a statement setting forth the attitude of the trade in regard to disposal of this surplus.

"Government-owned modern machine tools," they maintain, "that have done such an outstanding job in the production of war materiel should be kept out of dead storage and made available for postwar use so that the production of peacetime goods can be benefited by the lower costs and higher quality that result from efficient equipment.

"This should be done as expeditiously as possible and all experienced facilities should be utilized to that end. The problem should be considered one of proper use of this modern equipment rather than merely disposal of it.

"A surplus machine is a source of expense while idle in the hands of the government. When it has been put to work it is a source of employment. Better equipped shops are the foundation of national defense in time of war. They are the best assurance of continued employment at good wages with lower prices to the consumer in time of peace," the spokesmen said.

★ ★ ★

**AN OUTSTANDING JOB** in employee relations was done at Torrington Manufacturing Company on V-E Day when the concern was able to get out its May issue of the "Torrington Newsletter" on May 8, the date when V-E Day fell. Roger T. Lyman, advertising and sales promotion manager, said that "as the news developed, hour by hour, we were able to alter our plans and mark the great occasion." The issue carried headlines in which the company thanked its employees in the service for V-E Day.

★ ★ ★

**TEACHERS COLLEGE** of Connecticut, New Britain, in its 1945 summer session, is offering some courses in the vocational education bracket that might be of interest to persons in director or supervisor positions in industry. The college will be glad to

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The most decisive "battle" of World War II—the Battle of Production—was fought and largely won before a shot was fired. It had to be that way! Before our fighting forces could engage the enemy, the greatest collection of fighting machines the world has ever seen had to be assembled. The Allen Manufacturing Company is proud of the part its employees played—and are still playing—in producing the hollow screws and dowel pins that were needed to hold strongly together this array of fighting equipment and the machines needed to make it.

Before planes or tanks or guns could be produced, intricate machine tools, dies, jigs and fixtures were required. Allen precision hollow screws—exact in every dimension, accurately threaded, and heat treated for great strength—helped fill the bill. Then, when the actual manufacture of implements of war began, Allen screws again were called into action—large screws as thick as a thumb to assemble tanks and heavy guns, medium size screws to hold aeroplane wings fast, tiny screws hardly bigger than a pencil lead for radio apparatus, navigation instruments and other delicate mechanisms.

For countless requirements, Allen screws answer demands for positive protection against fastening failure. Along with the 200 men and women from Allen who have left their machines to ensure final victory, the Allen name has girdled the globe. Dozens of new applications for the hexagon socket screw have resulted from their world-wide use—thousands of future producers of peace time goods have become acquainted with "Allens". These are signs which point to steady employment after the war at 133 Sheldon Street for a substantial group of Connecticut craftsmen—hollow screw specialists who realize the importance of "traditional Yankee precision" in war or peace.

**THE ALLEN MFG. COMPANY**  
HARTFORD, CONNECTICUT, U.S.A.

answer any question regarding the summer program and will welcome people from industry who wish to enroll in different courses or at different times merely visit classes or lectures.

Among several features, the college is offering a workshop in problems of rehabilitation and another workshop in re-conversion and re-employment adjustments. The Rehabilitation Workshop will be taught by Edward P. Chester and the Reconversion and Re-employment Workshop by J. Everett Light, director of the Connecticut Re-employment Commission. The college also has scheduled a series of five lectures of interest to anyone in business or education.

★ ★ ★

**AMONG CONNECTICUT** plants which have been awarded additional stars, symbolic of continued high achievement in war production, to be affixed to previously won Army-Navy "E" flags, are the following: Pitney-Bowes Postage Meter Co., Stamford, third star; Russell Manufacturing Co., Middletown, fourth star; Crystal Research Laboratories, Hartford, second star.

★ ★ ★

**THE ARMY-NAVY "E"** was presented to the Norwalk Plant of Machlett Laboratories on May 17th.

In accepting the award for excellence in war production, R. R. Machlett, president, declared that the company was "ready to accept the challenge that goes with it" and to continue its efforts to speed badly needed products to the Pacific battlefronts.

Presentation of the award and the "E" emblems was made by Lt. Col. John S. Ball, Chief of the Production Planning Board of the Procurement Division of the Army Signal Corps

and Lt. Comdr. John D. Lodge of the Third Naval District. Capt. William A. Wood of the Signal Corps Photographic Center, Astoria, Long Island, was master of ceremonies and led the assembly in the recitation of the Army-Navy "E" Pledge.

Joseph D'Avanzo, Test Room, accepted the Award on behalf of the employees. An American Legion Color Guard raised the Army-Navy "E" pennant inside the plant. About 400 persons attended the ceremonies.

★ ★ ★

**THE WIREMOLD COMPANY** of Hartford, manufacturers of Wiremold conduits, recently held a two day conference attended by a group of its field representatives at its factory in West Hartford, to develop ways and means of meshing essential war work and high-priority civilian orders into the production schedule for the next few months. Numerous valuable suggestions for improvements and changes were made by the district managers. According to reports from company officials, these suggestions will be useful both during the remainder of the war and during the early years of peacetime production.

★ ★ ★

**SCOVILL MANUFACTURING** Company of Waterbury, recently announced the appointment of Alan C. Curtiss as vice-president in charge of employee and public relations.

After his graduation from the United States Naval Academy in 1920, and resignation from the Navy in 1922, Mr. Curtiss became sales manager for the Electric Vacuum Cleaner Company, first in Bridgeport and later in Boston, until 1924 when he became associated with Scovill. During his years of service, he has been closely



LT. COMMDR. JOHN D. LODGE addressing employees and guests of Power Tube Division of Machlett Laboratories, Norwalk, upon the occasion of the presentation of the Army-Navy "E" award.



ALAN C. CURTISS

C. P. GOSS III

PAUL E. FINTON

affiliated with top management, having been at one time assistant to the late president, John H. Goss.

In 1942, he organized the Scovill Department of Employee Relations of which he was named director, with the responsibility of handling all matters pertaining to employee and labor relations, as well as contacts with the public. In this work he also supervised the Scovill Foremen's Association, Girls' Club, Rod and Gun Club, and more recently, the Employee Recreation Association, which has now become known as one of the leading industrial recreational organizations in the country.

Well known nationally among industrial and public relations men, he is president of the Connecticut branch of the National Metal Trades Association, a member of the Industrial Relations and Industrial Health and Safety Committees of the Manufacturers' Association of Connecticut, and Chairman of the Labor Committee of the Copper and Brass Research Association. Mr. Curtiss also serves as an Industry Panel Member of the Regional War Labor Board.

At the same time, Scovill announced the appointment of Chauncey P. Goss III, as vice-president in charge of sales of the Mills Division. Mr. Goss, the son of Chauncey P. Goss, Jr., vice-president of Scovill in charge of Mills, entered the employ of the Scovill Company in July, 1927, as apprentice in the Tool and Machine Department. Later, from 1928 through 1931, he was in training in the Mill Production Department. In 1935, he was appointed sales manager in charge of Mill Sales and assistant vice-president, Mill Sales.

Mr. Goss is a Director of the Scovill Manufacturing Company, Colonial Trust Company, a member and a director of the Laurentian Club, and a member of the Yale Club of New York.

Paul E. Finton, who became associated with the Scovill Manufacturing Company in 1917, shortly after his graduation from Trinity College, was named at the same time as vice-president in charge of Manufacturing Sales.

After nearly two years' service in the Army, in which he served as Lieutenant and flying instructor, he returned to Scovill in 1919, to become associated with the activities of the Production Office. In 1921, he was made Sales Clerk, where he remained until 1931 when he was named the manager of the B. & F. Division. In 1937 he was made assistant vice-president, and in 1942, he became assistant vice-president in charge of Manufacturing Sales, where he served until his recent elevation to the vice-presidency.

### EDUCATORS, BUSINESS MEN MEET IN HARTFORD

(Continued from page 9)

Company, Hartford, were explained by Ellsworth Grant, assistant treasurer and personnel director. He emphasized his company does not plan a re-conversion but rather a "re-mobilization" of men and machines to help workers attain an income one-third higher than before the war.

Lawrence W. Wheelock, director of guidance in the local schools, appealed to businessmen for more information concerning local occupational opportunities and for further suggestions as to specific preparations required of students who apply for positions.

Frank E. Wolcott, president, Silex Company, Hartford, predicted a bright future for trained specialists in industry. He stressed the acute need for trained industrial engineers, plant layout men, and sales analysis experts.

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## OUTLOOK FOR FREEDOM

(Continued from page 7)

ness policies needed to achieve an expanding economy.

The activities of the Field Development Division have been so well publicized that I shall discuss them only with great brevity. Great emphasis has been placed upon the preparation of books, handbooks, and booklets which would supply useful information to enterprisers in the development of their individual plans for their own businesses. Experts on materials, manufacturing, and marketing have given freely of their time in the preparation of this business literature. I use that word "literature" advisedly, because the handbooks on manufacturing, wholesaling, retailing, and sales training, as well as the forthcoming book on new materials, merit that designation. Having all this information available is not, of course, of any value unless it is put to use. Any idea that businessmen seek out knowledge is an illusion; as a matter of fact, they are positively allergic to it. Therefore, the problem was so to organize that all of our principal employers would be subjected to a personal selling on bold planning and offered personal assistance in the development of their own plans. In the case of the larger corporations, we have worked directly. We have also had excellent cooperation from trade associations, but your main reliance has been placed upon the mobilization of Main Street. Originally it was our feeling that if we could get ten thousand leaders in a thousand employment centers to take on the task of getting their own communities into action, we would be doing very well indeed. I am glad to report that instead of one thousand communities there are now 2800 local C.E.D. committees, and instead of ten thousand men there are almost 60,000 business leaders engaged in this undertaking. . . .

As a collateral benefit of the efforts of local groups to promote employment, there has been a resurgence and a strengthening of an authentic community spirit. That is significant. An America with thousands of strong communities meeting their own problems will be a strong America. Conversely, there is no magic that will make America strong and keep it free if its communities rely too much on

state governments, which in turn rely too much on help from Washington.

### Favorable Economic Climate Needed

The Research Division of C.E.D. is charged with the responsibility of contributing as best it can toward providing an economic climate favorable to expansion. We do not have such a climate today. There are policies in business, government, labor and agriculture which promote contraction rather than expansion. This is understandable, because the panic of 1929 and the depression which followed gave birth to some strange thinking, which in turn found expression in weird policies. Business, which was suffering from a lack of volume, initiated, and in large measure supported, the NRA with its codes for increasing prices and stifling competition. Offering better values became a crime. Numerous and sundry programs were proposed by various segments in agriculture for plowing under acreage and not growing crops. These were supported, perhaps reluctantly, by most of America's farmers. Labor, not to be outdone, went to new lengths in imposing unnecessary restrictions on output. Government, obligingly, through legislative action, gave the sanction of law to many of these activities designed to fasten upon us an economy of scarcity.

It took a war to change our thinking, to accept goals of greater and greater production, and above all, to restore to us faith in ourselves. Today no one doubts America's capacity to produce. And no one quarrels with the idea that we must produce more if we are to have more to divide. But there still remains the urgent necessity of revising many of the policies of business, labor and agriculture, and of changing many of the laws of the land before we can hope to achieve a peacetime economy of abundance.

Business, labor and agriculture each have the right—in fact, the responsibility—to make suggestions and recommendations as to the changes in laws and policies which they believe necessary. Our committee, in considering how it might engage in a constructive activity looking toward the creation of a better economic climate, reached certain conclusions: First of all, we recognized that the only sound approach in the appraisal of policies should be from the standpoint of the general public welfare. We did not subscribe to the idea that what helps

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business helps you, but rather what helps you and every other American helps business. Our primary concern is over the maintenance of a free dynamic society in the postwar period. If such a society prevails, business and labor both can be assured of their essential freedoms.

### **C.E.D.'s Research Division**

The activities of the Research Division have been organized to insure its operation at a statesmanlike level. The Division is composed of three sections: (1) A Research Committee composed entirely of businessmen; (2) A Research Advisory Board composed of outstanding social scientists which assists the Research Committee in planning and conducting studies; and (3) A Research Staff headed by Theodore Yntema, on leave of absence from the School of Business of the University of Chicago.

When a subject of research has been approved by the Research Committee, it is the task of the Research Director to select and employ the services of a specialist—or in some cases, several—in the particular field of the investigation. The individual so selected is responsible for the preparation of the study. The setup of the Research Division is unique in that while independence is guaranteed the scholars, they have the opportunity to consult with businessmen and other scholars as their studies progress.

Four studies have already been completed: (1) "The Liquidation of War Production" (cancellation of war contracts and disposal of government-owned plants and surpluses) by Dr. A. D. H. Kaplan of the University of Denver, (2) "Production, Jobs and Taxes," a preliminary report on postwar tax reform, by Harold M. Groves, Professor of Economics at the University of Wisconsin, (3) "Providing for Unemployed Workers in the Transition" by Richard A. Lester, Associate Professor of Economics at Duke University, and (4) "Demobilization of Wartime Economic Controls" by John Maurice Clark, Professor of Economics at Columbia University. Other studies now under way include:

1. Manpower Demobilization and Re-employment.
2. Financing the Transition of Business from War to Peace.
3. Monetary and Banking Policies in the Postwar Transitional Period.



4. Agriculture in a Developing Economy.
5. International Trade and Domestic Employment.
6. Business Arrangements in Foreign Trade.
7. Incentives for Business Expansion.
8. The Special Problems of Small Business.
9. Business Fluctuations. (A major study of ways and means to combat depression and unemployment.)

In addition to the reports made by the scholars themselves, the committee of businessmen reserved for themselves the right to make independent reports for which they were wholly responsible. Recently issued has been such a report under the title of "A Postwar Federal Tax Plan for High Employment." This was prepared after we had read and participated in the discussion of Professor Groves' study. If we had issued a report on the subject eighteen months ago, it would have been a far different document than that which finally evolved. Professors have a way of forcing one to face fact after fact. By this obnoxious process deep-seated prejudices are finally uprooted. Professor Groves has stated publicly that he learned much from the business group as a result of discussing his tax proposals with us. We businessmen have learned much from Professor Groves and his associates. Policy statements have also been issued by the Research Committee on the termination of war contracts and the liquidation of war production; two others will shortly be released, one on the liquidation of wartime controls and the other on unemployment during the transitional period.

But even though individual enterprisers of the country are ready with their courageous and intelligent plans, and even though the economic climate is favorable to business expansion, our great opportunity to achieve a more abundant economy may be lost to us if the postwar period is marked by an outbreak of industrial strife. Civil war on the home front may nullify the victories won for us by our men on fighting fronts throughout the world. We who are managers of enterprise must go far beyond mere co-operation in trying to work out a harmonious relationship with labor. We must fight for peace. Just recently Mr. Eric Johnston, Philip Murray and William Green joined in proposing a seven-point charter to govern the suc-

cessful relationships between management and labor. The charter asserts that (1) increased prosperity involves high production and adequate wages; (2) the rights of private property and free choice of action must continue; (3) the inherent right of management to manage shall be recognized; (4) the fundamental rights of labor to organize and engage in collective bargaining shall be recognized and preserved; (5) the independence and dignity of the individual and the enjoyment of his democratic rights are inherent in the American society; (6) an expanding economy at home will be stimulated by increased foreign trade; and (7) an enduring peace must be secured. In my opinion, this agreement represents a most significant step forward toward a sounder labor-management situation. I suggest that it merits the enthusiastic support of all of us.

Let me summarize, if I may, what I have been saying. First, I have suggested that our most priceless heritage is freedom. I have affirmed that we, the people—you and I—have the specific and personal responsibility of contributing as best we can to creating conditions in our homes, our

schools, our churches, and our businesses, which will promote freedom. I have defined the condition of freedom as a dynamic—one that promotes the growth of the individual—physically, intellectually, and spiritually. I have stressed the dangers that might assail our freedoms in the event of mass unemployment and suggested, therefore, the great urgency of maximizing the contributions of business to the achievement of a high level of postwar employment. Again I say, that by business I mean all of us—you and me. I have sounded a battle cry for industrial peace. I have urged that in addition to our war effort we must help set the stage for the winning of the peace. Please note that phrase, "Set the stage for the winning of the peace." It is our task to win and hold a beachhead. In the actual battle for the winning of the peace we are going to have the tremendous advantage of having with us as allies the millions of young men who are now engaged in fighting to protect our freedom. They will supply so much daring, resourcefulness and inventiveness that I have every confidence that with their help their world can be a better one than we have ever known.

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## SURPLUS PROPERTY DISPOSAL

(Continued from page 8)

hand, we have been told that government machine tool holdings constitute a great national asset, provided the Board sees to it that they get into the hands of manufacturers, large and small, promptly and at fair prices.

"The question of the disposal of government-owned machine tools has occupied the attention of the Board for some weeks. We have also been concerned with the related matter of the disposal of surplus production equipment, since the two questions are twin aspects of a single one. It has been impressed upon the Board that certain segments of manufacturing enterprise, whose war contracts were in process of termination, wish to know now whether or not they can acquire government-owned tools in their plants and, if so, under what terms and conditions. The Board was aware that a speedy answer to this question was imperative if these

plants were to get into civilian production rapidly.

"Two major considerations were involved: Whether to allow sales to contractors in possession at this time, before actual war contract cutbacks and terminations; or whether to withhold government-owned tools until they are no longer needed in war production in order to allow simultaneous access to them by all prospective buyers.

"The speed with which industry is able to make the change-over depends in large part on the ability of industry to plan that change-over, and the acquisition of government tools and other production equipment is an important part of reconversion planning. At the same time we had to consider whether or not there would be enough tools ultimately to satisfy all possible consumers. In other words, it was incumbent upon us not to give an advantage to one section of industry as against another. We carefully canvassed the supply and the probable postwar demand for tools and, on the basis of that canvass, we have determined that there would be enough

tools for all, and that to withhold tools from contractors in possession would not only be foolish, but would work a very definite harm on industry and prevent it from getting into peacetime production at the earliest possible moment, thereby resulting in widespread unemployment and confusion.

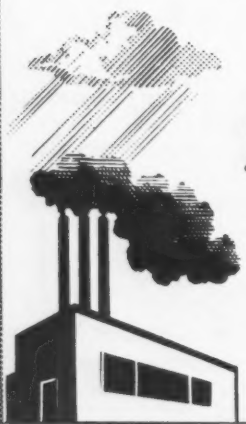
"Without going into the detail of the provisions of these regulations, I can tell you that the Board as a matter of policy, as reflected in these two regulations, has determined that in the interest of rapid reconversion, sales to contractors in possession by owning agencies are to be authorized by the Board, provided such sales are carried out under uniform terms and conditions laid down by the Board. In other words, under one of these regulations it will be possible for war contractors to determine now what tools and equipment they wish to purchase for postwar purposes. They will be able to purchase them directly from the agency which owns them, chiefly the Army, the Navy, and the Defense Plant Corporation, without the necessity of their having to be formally declared surplus, which unquestionably would slow up the process of acquisition. At the same time, those items not desired by contractors in possession will be earmarked for prompt removal at the conclusion of war contracts and efforts will be made to sell them to new customers even prior to the time they are actually removed.

"The second regulation to be issued shortly is designed to speed up the sale of contractor inventory so that raw materials, components and work in progress can be utilized by manufacturers to get into civilian production. To put any obstacle in the way of their acquiring such items would, it is obvious, cripple the reconversion program at the outset.

"It is our belief that it is to the advantage of the nation as a whole to have a modern industry. An outmoded industry, as you well know, can only result in high unit costs and low wages.

"In a state such as Connecticut the chances of doing so are dependent in large part on the intelligent exercise by you of what has come to be called the managerial function. It's up to you to plan your peace production now—and the acquisition of surplus property is a part of that job—and to put as much effort into the attainment of full production and full employment as you put into the war effort, to your everlasting credit."

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## TRANSPORTATION

By N. W. FORD

*Executive Vice-President*

**EXTENSION OF FORWARDER-MOTOR CARRIER JOINT RATES.** H. R. 3038, providing for nine months' extension beyond May 16, 1945 of forwarder-motor carrier joint rates, was recently passed by the Senate by voice vote and signed by the President. It is expected that both the Senate and House Committees will hold hearings to determine what should be done with respect to forwarder-motor carrier joint rates.

★ ★ ★

**RAIL LOSS AND DAMAGE IN 1944.** According to a circular issued by the A.A.R. Freight Claim Division at Chicago, on behalf of the committee on prevention of loss and damage, freight loss and damage reported by member carriers of the freight claim division of the Association of American Railroads increased 42.1 per cent in 1944 over 1943, the increase amounting to \$17,705,972. The division said that this substantial total increase is causing deep concern and urged special study of individual causes on the part of all responsible for the safe handling of freight. They directed the attention of all executives and chief operating officers to the situation reflected.

The largest increase dollar-wise in the individual items reported was

\$8,449,030 in unlocated damage, freight in packages, an increase over 1943 of 44.9 per cent. A \$2,148,951 increase assigned to loss of entire package, 73.2 per cent over 1943, was the second in importance in dollar loss. A close third in amount was concealed damage, \$1,820,060, an increase of 34.5 per cent.

Improper refrigeration or ventilation stood first percentage-wise with a 314.5 per cent increase, 1944 over 1943, having risen from \$144,200 in 1943 to \$597,760 in 1944.

Separated as to carload and less-carload freight and damage loss, the carload loss was shown as 39.1 per cent higher in 1944 than in 1943, the increase amounting to \$11,534,470. Less-carload claims went up 49.3 per cent, and \$6,171,502 in amount.

★ ★ ★

**THE NORTH-SOUTH RATE CASE.** We well might forgive the politically-minded majority of the members of the Interstate Commerce Commission for "watching the election returns" but their recent decision, providing for a uniform level of rates for application throughout the country, goes much farther. We cite just two of the entirely inconsistent and unwarranted conclusions.

(1) The report states that "Less-

than-carload as a whole is carried at a deficit in all territories, except possibly in the south," and yet throughout both the south and west the carriers were ordered to reduce their less-than-carload rates by 10 per cent as a temporary measure, with a still further reduction ordered in the rates authorized for permanent application.

(2) The railroads within Eastern (Official) Territory have consistently enjoyed a higher rate of return on investment than the railroads in either the south or west, but the Commission found that the rates within the south and west should be reduced 10 per cent and the rates within Official Territory should be increased by that amount.

★ ★ ★

**MAINE PASSES RECIPROCITY LAW.** A truck reciprocity law was passed by the Maine legislature and signed by the governor. This law, which will become effective about July 1, gives full reciprocity on vehicles up to a limit of 40,000 pounds gross weight, including vehicle and load. Full reciprocity for vehicles of other states had received the support of commercial and industrial interests of Maine. A measure, which would have increased permissible gross weight, width and height of trucks, was defeated.

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## EXPORT NEWS

By W. ADAM JOHNSON, *Director, Foreign Trade Dept., and Manager Hartford Cooperative Office, Bureau of Foreign and Domestic Commerce.*

AT THE FINAL MEETING of the Foreign Trade Institute which was conducted in Hartford for a series of ten weeks, members of the Institute were privileged to hear Edward G. Whittaker of the China-American Council of Commerce and Industry, Inc. Mr. Whittaker was recently repatriated on the ship "Gripsholm" from China where he had been a prisoner of the Japanese in a concentration camp for the past three years. He has represented American manufacturers in China for over 25 years.

In his talk, Mr. Whittaker stressed the opportunities that exist in China for American-made goods and also mentioned that the Chinese were very anxious that American capital should establish factories in China. He pointed to the fact that whereas many countries are putting up restrictions on foreign capital, such as requiring that 51% of the stock of any corporation should be owned by natives, the Chinese have no restrictions whatever. They are anxious to cooperate in every way and are willing to invest a small

or large portion of the total capital, just as the American manufacturer might wish.

The Institute was also honored by having State Commissioner of Education Alonzo G. Grace speak about the program developed by the Department of Education for the furtherance of distributive and adult education. It was under the auspices of the Department of Education, with James Dorsey of the department acting as coordinator, that the course was given. Herbert F. Beebe, Foreign Consultant of the Winchester Repeating Arms Company was the instructor. As most Connecticut manufacturers know, Mr. Beebe has been a member of the Foreign Trade Committee of The Manufacturers Association of Connecticut since its inception in 1919, and was chairman of the committee for ten years. He conducted a similar foreign trade course for the Association in 1939. Fred Grimley, Director of the Inter-American Center, represented Governor Baldwin. Other speakers were William A. Dower, executive

vice-president, Hartford Chamber of Commerce; Leonard B. Hough, chairman, Foreign Trade Committee of The Manufacturers Association of Connecticut, Augustus S. Boynton, director, State Vocational Education. Mrs. Walter Koller of the Myrtle Knitting Mills of Unionville, representing the members of the class, expressed her appreciation to Mr. Beebe for the fine course he had given and presented him with a brief case in recognition of his services.

The Foreign Trade Institute just held was jointly sponsored by the Association, the Hartford Chamber of Commerce and the Connecticut Development Commission.

Besides the speakers mentioned, sound movies were shown depicting customs, markets and sources of supply of the Netherlands East Indies, India and South Africa. The films on India and South Africa were furnished by "March of Time" and the Netherlands Government supplied "High Stakes in the East" and "New Earth," showing conditions in the East Indies.

Similar courses under the professorship of Mr. Beebe are expected to be held in Waterbury, New Haven and Bridgeport in the fall.

★ ★ ★

WILLIAM J. FILLINGIM has been appointed foreign traffic manager of the New York, New Haven and Hartford Railroad Company. He will make his headquarters in Boston where he will be in charge of the New Haven's new foreign traffic department created

(Continued on page 34)

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## PERSONNEL

By JOHN P. AHERN

Executive Assistant

DALE CARNEGIE, who skyrocketed to fame with his "How to Win Friends," has recently written and recorded six sound slide films into which he has injected some of the ideas he has taught and written. To be used for sponsoring training, they deal mainly with human engineering. Carnegie claims that 85% of a foreman's ability, if he is to succeed, lies in the art of handling human beings.

The films have been produced by Training Films Division of Commercial Films, Inc., Cleveland, Ohio.

★ ★ ★

H. WILLAM HEINRICH of the Travelers Insurance Company in Hartford has written a new book entitled the "Basics of Supervision." Mr. Heinrich is nationally known in the accident prevention field. During the war period he has volunteered his services to the government by serving on many important committees among which has been the advisory board to the Under Secretary of War on Fire and Accident Prevention.

★ ★ ★

NEW DEPARTURE DIVISION of General Motors has not only a well defined hiring and induction program for new workers but included in it is a complete set of communications from the company to the employee. These are issued during the induction program and are continued while the worker is in the employ of the company.

Another high point in the company personnel program is a finely worked out system of reintroducing and re-orienting returning veterans to their jobs. This program has been highspot-pictorially by "Mill and Factory" in a series of ten pictures which show graphically the complete process.

New Departure believes, "the foreman is the individual who has the

close, day-to-day contact with the returned serviceman at New Departure. He is the one who can do much to influence and assist the veteran in making the necessary readjustment to his civilian occupation. He will determine whether this situation is to be handled smoothly or whether it will develop into headaches for all concerned.

"In order that he may be in a position to assume this responsibility, a course of supervisory training has been developed for all those individuals concerned with veterans.

"This is the hub of New Departure's veteran program, around which all other phases revolve.

"The returning serviceman first contacts the Veteran Counselor who is himself a man with many years of military experience."

★ ★ ★

OF INTEREST to personnel men is the expansion of services of the Veterans Administration Facility in Newington. The management of the facility expects to move its entire office to a downtown location in Hartford (reported to be 95 Pearl Street). This will make room for more beds at the Newington Hospital.

A branch office has been located in Bridgeport. For an explanation of the services, a letter recently received from Manager Myer Schwolsky, is quoted.

"We have a full-time contact representative who has been trained at the Newington Facility, with a full-time secretary and full-time physician in Bridgeport. He is located in the Bridgeport Community Service Center at 259 Goldenhill Street, Bridgeport. Any veteran, whether he is a resident of Bridgeport or residing within Fairfield County, may report there to and receive the services of any of my personnel in Bridgeport. Our contact representative will assist in the fil-

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ing of claims of any nature; he will prepare affidavits, if necessary, and furnish information in regard to any of the services being rendered and any benefits to be derived from the Veterans Administration. All veterans who have a service-connected disability are entitled to out-patient treatment by our full-time physician in Bridgeport. This is the only office in the state thus far that has a medical service. However, we expect to branch out in granting this type of service to other contact offices.

"Since speaking to the Reemployment Commission, I have added to the Bridgeport Office a training officer attached to our Rehabilitation Division. He will henceforth work from the Bridgeport office. He will follow through on rehabilitation work in the placing of men in positions of training. He will also be available to answer any and all questions from our trainees with reference to rehabilitation benefits.

"It is contemplated that a second contact representative will be placed in Bridgeport within the next month.

We are training one contact representative in this office at the present time. This will give our contact representative an opportunity to serve one day a week in other communities in Fairfield County, such as Danbury, Greenwich and Stamford. We are now granting this service on a one-half day per week basis. In other words, our contact representative visits these communities and sets himself up in one of the Veterans Service Centers and where he offers his expert services.

"At the branch office in New Haven the Veterans Administration has a contact representative located in the Federal Building. He has a full-time secretary. Since my talk with the Reemployment Commission, the service has been supplemented by a training officer who will perform in a manner like the Bridgeport office. We also have in New Haven a part-time physician. He devotes two-thirds of his day to the veterans. He gives out-patient treatment for service-connected disabilities. In time we hope to supplement his services by a full-time physi-

cian in the contact office and this service will be branched out by part-time specialists and the like so that men will not have to come to Newington for out-patient treatment or for examinations. They will only have to report to Newington for hospitalization if they so desire.

"In Waterbury the Branch Office is located in the Veterans Service Center at 195 Grove Street. In this office we have a contact representative and a full-time secretary; also a training officer. We expect also in Waterbury to add a full-time physician and as

(Continued on page 38)

## EXPORT NEWS

(Continued from page 32)

to specialize on export and import traffic.

Mr. Fillingim attended the May meeting of the Foreign Trade Committee and briefly outlined the services that the New Haven Road expects to offer Connecticut exporters. He assured Connecticut manufacturers that the "New Haven" looks forward to a great increase in foreign traffic and intends to give the very best service possible in carrying it out.

★ ★ ★

**IN THE BELIEF** that the surest way of obtaining an amicable and speedy settlement of a dispute when it arises is to insert an arbitration clause in the commercial contract, the Inter-American Commercial Arbitration Commission, composed of representatives of each of the American republics, has approved the following standard form which it recommends for use in such contracts.

"Any controversy or claim arising out of or relating to this contract or the breach thereof, shall be settled by arbitration, in accordance with the Rules, then obtaining, of the Inter-American Commercial Arbitration Commission. This agreement shall be enforceable and judgment upon any award rendered by all or a majority of the arbitrators may be entered in any court having jurisdiction. The arbitration shall be held in . . . or wherever jurisdiction may be obtained over the parties."

The effectiveness and practicability of using this arbitration clause has been recognized by many foreign trade groups.

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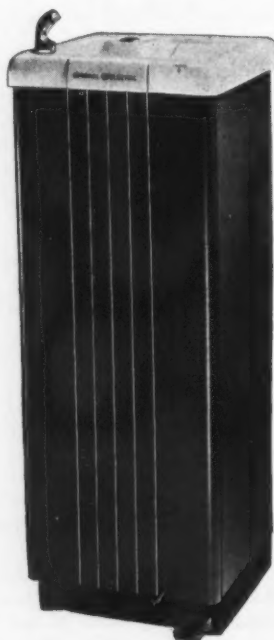


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## QUERIES

By FREDRICK WATERHOUSE

*Counsel*

**QUESTION:** As I am subject to the Walsh-Healey Act, the following problem perplexes me. I have secured permission from the proper state officials to employ minors under the age of 18 years not more than ten hours a day or 55 hours a week, but I notice in your General Bulletin No. 1118 that the order of the Secretary of Labor dated November 11, 1942, which permits the hiring of female minors between 16 and 18 years of age on Walsh-Healey work, provides that no girl under 18 years of age may be employed more than 8 hours in any day "or in any way contrary to the state laws governing hours of work". Does my permission under the state law still permit me to employ minor females up to 10 hours in any day?

**ANSWER:** No. In the case of conflict between state laws and federal laws concerning the same subject, the federal law controls, especially if it is more restrictive than the state statute. The portion of the regulation which you have quoted merely applies when the state laws are stricter than the Walsh-Healey Act and federal regulations. Under the circumstances, you may not employ girls between the ages of 16 and 18 years, who are working under Walsh-Healey contracts, in excess of eight hours in any one day or between the hours of 10 p. m. and 6 a. m. There are other restrictions concerning the employment of such girls which are set out in General Bulletin No. 1118 which you mention.

**QUESTION:** In the case of a contractor who has done \$600,000 worth of work on government contracts or subcontracts and who is being renegotiated, will the amount be reduced to less than \$500,000?

**ANSWER:** The Price Adjustment Board has taken the position that since receipts of accruals from government contracts or subcontracts are not renegotiable unless they exceed \$500,000, in any renegotiation the gross receipts will not be reduced below that sum. Therefore, in the situation described by you, the gross receipts would not be reduced by renegotiation more than \$100,000.

★ ★ ★

**LIABILITY UNDER THE FAIR LABOR STANDARDS ACT:** Recent decisions of the Supreme Court and various district courts interpreting the application of the Fair Labor Standards Act, together with administrative interpretations, seem to warrant our bringing to your attention again the dangers inherent in operations under this Act. Both the Administrator and the courts are continually expanding the coverage beyond what would appear to have been the original intent of Congress. As such coverage is extended and some of your employees or operations are determined to be within the scope of its provisions, you are apt to find you have neglected to make the premium payments for overtime required by the Act. In such a situation, the Supreme Court has determined it is not sufficient for you to scan your records and pay to the individual concerned the amount of overtime to which he would have been entitled under the law. The Supreme Court has held that in such a case you would still be liable to the employee for the penalty of an additional like sum, including reasonable attorneys' fees, if the employee saw fit to sue for such payment. Furthermore, a release in full signed by the employee is no protection.

Most employers who have been operating under the Fair Labor Standards Act are convinced that they are in compliance with its every requirement. Nevertheless, examinations by the agents of the Wage and Hour Division indicate that most employers are to some extent in violation. It is well to check your operations at periodic intervals and be very vigilant for new court rulings or administrative interpretations which might change the status of one or more of your employees. The ever-expanding definitions and inclusions concerning work-time, travel-time, clothes-changing-time, and who-knows-what's-next-time, make the employer's position extremely precarious. The fundamental objection to these expanding interpretations goes further than the criticism that they were not within the original intent of Congress. The further objection is that any such interpretations are, in effect, retroactive, and if you failed to pay the proper premium requirements for a newly included time or occupation, you must determine what would have been required and are then subject to payment of twice that sum. Most people can live with and adjust themselves to new interpretations or regulations which become effective on the date of issuance, but no one can protect himself from expanding interpretations which have such a dangerous retroactive effect.

There is now pending in Congress a bill introduced by Congressman Gwynne of Iowa, HR 2788, which would limit the time when an action could be brought by an employee under such a statute to one year after the cause of action accrued. This bill is now before the House Committee on the Judiciary, and we are vigorously supporting it. It would at least confine the retroactive dangers to a period of one year.

★ ★ ★

**EXECUTIVE ORDER 9240 AND HOLIDAYS:** The Fourth of July is one of the holidays requiring premium pay under Executive Order 9240. For work done on that day, time and a half must be paid, and whether the day is worked or not it must be considered as a work day in computing the sixth or seventh day under the provisions of the Order. Since the holiday comes on a Wednesday, there would not appear to be many problems concerning pyramiding.



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## ACCOUNTING HINTS

Contributed by the Hartford Chapter National Association of Cost Accountants to stimulate the use of better accounting techniques in industry.

**A**LTHOUGH many companies received large terminations or cut-backs following the announcement of V-E Day, the deluge was not as great nor as general as many had led us to anticipate. When V-J Day is announced terminations and cut-backs will probably be much more general and severe.

In what condition will your inventory be when that day comes? Will you have the necessary cash to carry on for reconversion while waiting for your final settlement? In some cases the entire inventory from raw material to finished goods will be tied up in a termination claim. In other cases, as the limitation orders and various controls are lifted, raw material will have been purchased in anticipation of post-war production. Has this material been purchased wisely?

Many things are going to be radically different in the post-war period from what they were about four years ago when war production started. Only a few will be able to return to the production of their pre-war goods manufactured in the same way from the same materials. New materials have been developed as a result of the war—also new production machinery and methods. There will be new competitors in almost every field. There is also the possibility at least of inflation and deflation. Some tell us that inflation cannot be avoided. One thing is sure: If we have a real inflationary period it will be followed by a serious decline.

We must all watch and control our inventories. How much capital can we have invested in inventory? How quickly can our inventory be converted to cash? How much of it is now, or soon will be, obsolete? Can we dispose of this obsolete or questionable value inventory before the

end of this year while profits and taxes are still high? If so, it should be done.

No definite rules can be laid down for all business but some of the following hints may point the way to a better control of your inventory and consequently help to protect your invested capital.

Take time out now to study the products you intend to make after V-J Day to see how they can be produced at a lower cost either through changes in design or manufacturing methods. Can they be improved for better usefulness or made more attractive to help increase sales or to reduce selling expenses?

Set up complete and definite production schedules and a budget for inventory turnover.

Study your present inventory and dispose of obsolete and surplus material. Be sure that it is valued on your balance sheet at its true worth.

Purchase wisely and in accordance with your planned production and budgeted inventory turnover.

Check actual performance against your budget as often as possible.

★ ★ ★

Hartford Chapter N.A.C.A. is busy planning its program for another big year. Meeting dates and subjects will be announced shortly.

Photographs in this issue requiring credit were gathered from the following sources: Cover, A. C. Crownfield, Wethersfield; page 6, Sarra, Inc., Chicago; page 21, James Pickands II, New Haven.



## BUSINESS PATTERN

A comprehensive summary of the ups and downs of industrial activity in Connecticut for the thirty day period ending on the 15th day of the second previous month.

THE collapse of Germany brought the Nation's economy into "Adjustment Period I," or one-war phase. During this period the country's primary concern will be total victory over Japan, but as this objective will not require the full product of our industrial capacity important changes to a partial civilian economy must necessarily take place concurrently with the all-out Pacific war effort. To understand more fully the effect of this transition on Connecticut industry it may be well to review the relationship of the Connecticut business curve, as shown on the accompanying chart, with the course of world events since the start of the European war.

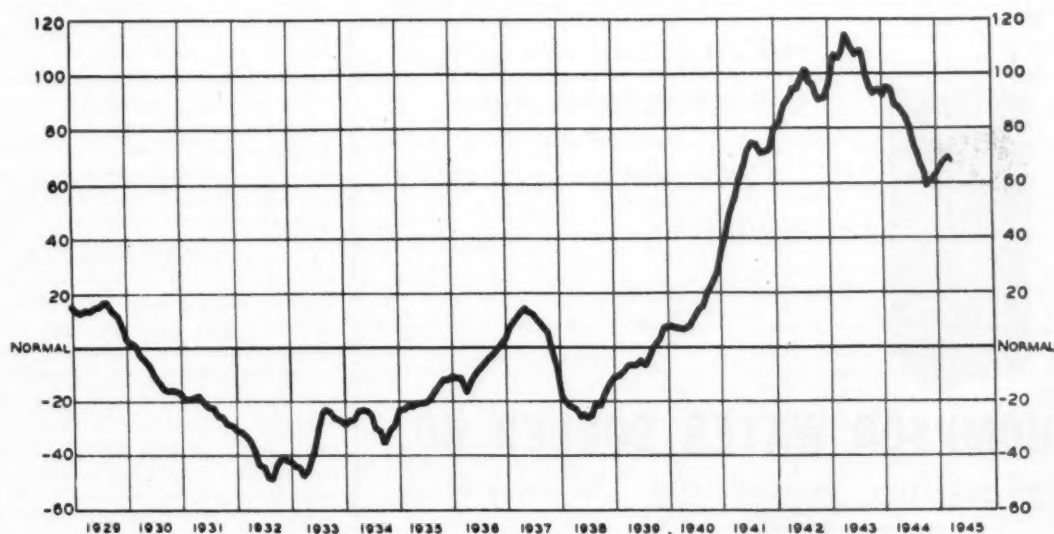
In September 1939, when Germany invaded Poland, and Britain and France

declared war on Germany, the general business index was at a normal level. During the following twelve months, while France was falling and Britain was being subjected to heavy bombings, industrial activity in Connecticut started to move forward and by September 1940 had advanced to 20% above normal. Throughout the remainder of 1940 and all of the year 1941 industry in this state was producing large quantities of war goods for Britain, for Russia who was invaded by Germany in June, and for this country's defense program. Lend-lease arrangements with both Britain and Russia stimulated production during this period. In these 15 months, September 1940 to December 1941, the index of general business activity in Connecticut advanced 60 percent-

age points, the sharpest rise for any similar period ever registered since the index was established in 1920. At the time of the Japanese attack on Pearl Harbor, Connecticut business stood at 80% above normal.

The entry of the United States into the war greatly increased the need for military equipment, and employment and manhours worked in Connecticut industry continued to increase until April 1943 at which time the general business index reached an all-time high of 114% above normal. By that time the Allies had taken over the offensive on all fronts, the building of new war plants and expansion of others had been largely completed and some items for military use were then being produced at a faster rate than the logistics of war required. About this same time Connecticut experienced its first serious manpower shortage as the increased requirements of the armed forces reduced the number of persons available to industry. From its peak the index followed a rather steady downward course until October 1944 when the standing was 60% above normal. This decline was stimulated sharply in the summer and early fall of 1944 when, following the successful Allied invasion of France, there was considerable discussion about reconversion to the manufacture of goods for civilian use in anticipation

GENERAL BUSINESS ACTIVITY IN CONNECTICUT COMPARED WITH NORMAL



of an early victory in Europe. During this period, in addition to manpower losses to the armed services, men began seeking peacetime work, women left war jobs to return to homemaking, and out-of-state workers started moving back to their former residences.

Renewed activity on all battle lines, however, including the German counter offensive on the Western Front, brought a demand for greater concentration in the production of war goods and checked the decline in factory employment in this state. The general business index then advanced for five consecutive months, beginning in November 1944, to 70% above normal in March of this year. As the war in Europe drew to a conclusion, the need for military supplies lessened, and the index for April registered its first decrease in six months when it fell off nearly 2 percentage points to an estimated 68% above normal.

The movement of the Connecticut index since the start of the war shows that business in this state followed

closely the production demands of the Allied military forces. Manufacturing facilities in Connecticut, with a high concentration of metal fabricating plants, were readily converted to production for war and were producing at a capacity rate well ahead of the country as a whole. Because of this early start Connecticut has led the nation in cumulative per capita war contract awards, but the marked early lead has gradually been reduced as the war progressed and the nation's industry swung into full military production. This is further indicated by a comparison of the general business index with the United States index of industrial activity. In the twenty years prior to 1940 the two indices were rarely separated by more than 10 percentage points. During the early war years, however, the Connecticut index rose sharply and at its peak in April 1943 was 66 points above the national figure. From this mark the Connecticut index has dropped 46 percentage points while the United States figure declined only 5 points indicating that

the two indices are again approaching the close relationship that existed during all the years prior to the war.

Connecticut's industry, having been concentrated almost exclusively in production for military use, must necessarily be affected by the lowered war demands of "Adjustment Period I." Various estimates have been made concerning the extent to which war production will be reduced in this one-war period. One of these, made by the Director of War Mobilization and Reconversion, on the day after V-E Day, pointed out that in the next three months there will be a net total decline in war production which will run between 10 and 15 percent as compared with current levels. From that point, larger cuts cannot take place until the long pipelines to the Pacific have been filled. This is expected to require at least six months. Thereafter, the needs for the Japanese war will continue to necessitate the maintenance of production at not far from two-thirds of the schedules of the first half of 1945.

*Water Cooler  
Repairs*



**GENERAL ELECTRIC**

The Government permits repairs, and we are in position to make them.

Also, we have service contracts.

Write or phone

**THOMPSON WATER COOLER CO.**

N. Haven 7-0115

Hartford 2-1789

Waterbury 4-3319

Bridgeport 3-5787

## PERSONNEL

(Continued from page 34)

demands require, supplement this service.

"A contact office is also located in Norwich in the Federal Building. Here we have a full-time contact representative and a full-time secretary. We do not have at this time a training officer or vocational advisor but expect to add these in the very near future. They will also be furnished with a full-time physician as soon as the need is demonstrated. At the present time we have designated examiners who make examinations and treat the veterans as well under our direction.

"A survey will be made in the very near future and should other communities require our services we will locate in such cities. In other words, it is our aim to bring service to the ex-service men. At the present time we are working out a detail of doctors and treatments. The only veterans, under the law, who can receive out-patient treatment are the men who have suffered a disability in the service. All others are entitled to hospitalization only, if hospitalization is indicated."

# IT'S MADE IN CONNECTICUT

**EDITOR'S NOTE:** This department, giving a partial list of peace-time products manufactured in Connecticut by company, seeks to facilitate contacts between prospective purchasers in domestic or foreign markets and producers. It includes only those listings ordered by Connecticut producers. Interested buyers may secure further information by writing this department.

(Advertisement)

<b>Accounting Forms</b>	
The Baker Goodyear Co	New Haven
<b>Accounting Machines</b>	
Underwood Corporation	Hartford
<b>Adding Machines</b>	
Underwood Corporation	Hartford
<b>Advertising Specialties</b>	
The H C Cook Co 32 Beaver St	Ansonia
Waterbury Companies Inc	Waterbury
<b>Aero Webbing Products</b>	
Russell Mfg Co	Middletown
<b>Air Compressors</b>	
The Spencer Turbine Co	Hartford
<b>Aircraft</b>	
Chance Vought Aircraft Division	United Aircraft Corporation (airplanes)
Sikorsky Aircraft Division	United Aircraft Corporation (helicopters)
<b>Aircraft Accessories</b>	
Chandler Evans Corp (aircraft carburetors, fuel pumps, water pumps & Protek plugs)	South Meriden
Warren McArthur Corp (Airplane Seating)	Bantam
<b>Aircraft Electrical Testing Equipment</b>	
United Advertising Corp, Electrical Division	New Haven
<b>Aircraft—Repair &amp; Overhaul</b>	
Airport Department Pratt & Whitney Aircraft Division	Rentschler Field East Hartford
United Airports Div United Aircraft Corp	Rentschler Field East Hartford
<b>Aircraft Tubes</b>	
American Tube Bending Co Inc	New Haven
<b>Airplanes</b>	
Chance-Vought Aircraft Div United Aircraft Corp	Stratford
<b>Aluminum Castings</b>	
Newton-New Haven Co 688 Third Avenue	West Haven
<b>Aluminum Forgings</b>	
Scovill Manufacturing Company	Waterbury 91
<b>Aluminum Goods</b>	
Waterbury Companies Inc	Waterbury
<b>Aluminum—Sheets &amp; Coils</b>	
United Smelting & Aluminum Co Inc	New Haven
<b>Ammunition</b>	
Remington Arms Co Inc	Bridgeport
<b>Artificial Leather</b>	
The Permatex Fabrics Corp	Jewett City
Zapon Div, Atlas Powder Co	Stamford
<b>Asbestos</b>	
Rockbestos Products Corp (insulated wire, cable and cords)	New Haven
The Raybestos Div of Raybestos-Manhattan Inc (brake lining, clutch facings, sheet packing and wick)	Bridgeport
<b>Asbestos &amp; Rubber Packing</b>	
Colt's Patent Fire Arms Mfg Co	Hartford
<b>Assemblies, Small</b>	
The Greist Manufacturing Co	New Haven
The Wallace Barnes Co Div Associated Spring Corp	Bristol
<b>Auto Cable Housing</b>	
The Wiremold Company	Hartford
<b>Automatic Control Instruments</b>	
The Bristol Co (temperature, pressure, flow, humidity, time)	Waterbury
<b>Automobile Accessories</b>	
The Rostand Mfg Co (windshields, seats, and body hardware)	Milford
The Raybestos Div of Raybestos-Manhattan Inc (brake lining, rivets brass, clutch facings, packing)	Bridgeport
<b>Automotive Friction Fabrics</b>	
The Russell Mfg Co	Middletown
<b>Automatic &amp; Service Station Equipment</b>	
Scovill Manufacturing Company (Canned Oil Dispensers)	Waterbury 91
The Raybestos Div of Raybestos-Manhattan Inc (brake service machinery)	Bridgeport
<b>Bakelite Moldings</b>	
Waterbury Companies Inc	Waterbury
The Watertown Mfg Co	Watertown
<b>Balls</b>	
The Abbott Ball Co (steel bearing and burnishing)	Hartford
The Hartford Steel Ball Co (steel bearing and burnishing, brass, bronze, monel, stainless aluminum)	Hartford
<b>Barrels</b>	
The Abbott Ball Co (burnishing and tumbling)	Hartford
The Hartford Steel Ball Co (tumbling)	Hartford
<b>Bathroom Accessories</b>	
The Autoyre Company	Oakville
The Charles Parker Co	Meriden
<b>Bath Tubs</b>	
Dextone Company	New Haven
<b>Bearings</b>	
New Departure Div of General Motors (ball)	Bristol
Fafnir Bearing Co (ball)	New Britain
Norma-Hoffmann Bearings Corp (ball and roller)	Stamford
<b>Bells</b>	
Bevin Brothers Mfg Co	East Hampton
The Gong Bell Mfg Co	East Hampton
The N N Hill Brass Co	East Hampton
<b>Belting</b>	
Hartford Belting Co	Hartford
The Russell Mfg Co	Middletown
The Thames Belting Co	Norwich
<b>Benches</b>	
The Charles Parker Co (piano)	Meriden
<b>Bent Tubing</b>	
American Tube Bending Co Inc	New Haven
<b>Bicycle Coaster Brakes</b>	
New Departure Div General Motors Corp	Bristol
<b>Bicycle Sundries</b>	
New Departure Div General Motors Corp	Bristol
<b>Binders Board</b>	
Colonial Board Company	Manchester
<b>Biological Products</b>	
Ernst Bischoff Company Inc	Ivoryton
<b>Blades</b>	
Capewell Manufacturing Company, Metal Saw Division, (hack saw and hand saw)	Hartford
<b>Blacking Salts for Metals</b>	
Mitchell-Bradford Chemical Co	Bridgeport
<b>Blocks</b>	
Howard Company (cupola fire clay)	New Haven
<b>Blower Fans</b>	
The Spencer Turbine Co	Hartford
Colonial Blower Company	Hartford
<b>Blower Systems</b>	
Colonial Blower Company	Hartford
<b>Boilers</b>	
The Bigelow Co	New Haven
The Porcupine Company	Bridgeport
Petroleum Heat & Power Co (domestic only)	Stamford
<b>Bolts &amp; Nuts</b>	
Clark Brothers Bolt Co	Milldale
The O K Tool Co Inc (T-Slot)	33 Hull St Shelton
The Blake & Johnson Co (nuts, machine screw-bolts, stove)	Waterville
<b>Bomb Sling &amp; Tank Strap Terminals for Aircraft</b>	
Goe W Fleming Co	Wallingford
<b>Boxes</b>	
Merriam Mfg Co (steel cash, bond, security, fitted tool and tackle boxes)	Durham
Robert Gair Co (corrugated and solid fibre shipping containers)	Portland
<b>Box Board</b>	
The Lyndall & Foulds Paper Co	Manchester
National Folding Box Co	New Haven
New Haven Pulp & Board Co	New Haven
Robertson Paper Box Co	Montville
Robert Gair Co	Portland
<b>Boxes—Paper—Folding</b>	
Atlantic Carton Corp	Norwich
Bridgeport Paper Box Co	Bridgeport
S Curtis & Son Inc	Sandy Hook
M S Dowd Carton Co	Hartford
National Folding Box Co (paper folding)	New Haven
The Warner Brothers Company	Bridgeport
The New Haven Pulp & Board Co	New Haven
Robertson Paper Box Co	Montville
Robert Gair Co	Portland
<b>Boxes—Paper—Setup</b>	
Bridgeport Paper Box Co	Bridgeport
<b>Brake Cables</b>	
Eis Manufacturing Co	Middletown
<b>Brake Linings</b>	
Colt's Patent Fire Arms Mfg Co	Hartford
The Raybestos Div of Raybestos-Manhattan Inc (automotive and industrial)	Bridgeport
The Russell Mfg Co	Middletown
<b>Brake Service Parts</b>	
Eis Manufacturing Co	Middletown
<b>Brass and Bronze</b>	
The American Brass Co (sheet, wire rods, tubes)	Waterbury
The Bristol Brass Corp (sheet, wire, rods)	Bristol
The Miller Company (prophor bronze and brass in sheets, strips, rolls)	Meriden
Scovill Manufacturing Company	Waterbury 91
The Thinsheet Metals Co (sheets and rolls)	Waterbury
<b>Brass Goods</b>	
Scovill Manufacturing Company (To Order)	Waterbury 91
<b>Brass Mill Products</b>	
Bridgeport Brass Co	Bridgeport
Scovill Manufacturing Company	Waterbury 91
<b>Brass Stencils—Interchangeable</b>	
The Fletcher Terry Co Box 415, Forestville	Brick-Building
<b>Brick—Building</b>	
The Donnelly Brick Co	New Britain
<b>Bricks—Fire</b>	
Howard Company	New Haven
<b>Broaching</b>	
The Hartford Special Machinery Co	Hartford
<b>Brooms—Brushes</b>	
The Fuller Brush Co	Hartford
<b>Buckles</b>	
The Hatheway Mfg Co (Dee Rings)	Bridgeport
The Hawie Mfg Co	Bridgeport
The G E Prentice Mfg Co	New Britain
John M Russell Mfg Co Inc	Naugatuck
B Schwanda & Sons	Staffordville
The Patent Button Co	Waterbury
Waterbury Companies Inc	Waterbury
<b>Buffing &amp; Polishing Compositions</b>	
Apothecaries Hall Co	Waterbury
Lea Mfg Co	Waterbury
<b>Buffing Wheels</b>	
The Williamsville Buff Mfg Co	Danielson
<b>Buttons</b>	
B Schwanda & Sons	Staffordville
The Patent Button Co	Waterbury
Colt's Patent Fire Arms Mfg Co	Hartford
Scovill Manufacturing Company (Uniform and Tack Fastened)	Waterbury 91
Waterbury Companies Inc	Waterbury
<b>Cabinets</b>	
The Charles Parker Co (medicine)	Meriden
<b>Cable</b>	
The Wiremold Co (electric, non-metallic Sheathed)	Hartford
<b>Cams</b>	
The Hartford Special Machinery Co	Hartford
<b>Canvas Products</b>	
F B Skiff Inc	Hartford
<b>Carpets and Rugs</b>	
Bigelow-Sanford Carpet Co	Thompsonville
<b>Carpet Lining</b>	
Palmer Brothers Co	New London
<b>Casters</b>	
The Bassick Company (Industrial and General)	Bridgeport
<b>Casters—Industrial</b>	
George P Clark Co	Windsor Locks
<b>Castings</b>	
The Charles Parker Co (gray iron)	Meriden
The Bradley & Hubbard Mfg Co (gray iron, brass, bronze, aluminum)	Meriden
The Gillette-Vibber (gray iron, brass, bronze, aluminum, also Bronze Bushing Stock)	New London
The Sessions Foundry Co (gray iron)	Bristol
John M Russell Mfg Inc (brass, bronze and aluminum)	Naugatuck
Malleable Iron Fittings Co (malleable iron and steel)	Bradford
McLagon Foundry Co (gray iron)	New Haven
Newton-New Haven Co (zinc and aluminum)	688 Third Ave West Haven
Philbrick-Booth & Spencer Inc (gray iron)	Hartford
Scovill Manufacturing Company (Brass & Bronze)	Waterbury 91
Union Mfg Co (gray iron)	New Britain
Wilcox Crittenden & Co Inc (gray iron and brass)	Middletown

(Advt.)



# IT'S MADE IN CONNECTICUT

**Castings—Permanent Mould**  
The Bradley & Hubbard Mfg Co (zinc and aluminum) Meriden

**Centrifugal Blower Wheels**  
The Torrington Manufacturing Co Torrington

**Chain**  
John M Russell Mfg Co Inc Natugatuck

**Chain—Welded and Weldless**  
Bridgeport Chain & Mfg Co Bridgeport

**Chains—Bead**  
The Bead Chain Mfg Co Bridgeport

**Chemicals**  
Apothecaries Hall Co Waterbury  
MacDermid Incorporated Waterbury  
American Cyanamid & Chemical Corp Waterbury

**Chromium Plating**  
Chromium Corp of America Waterbury  
The Chromium Process Company Derby

**Chucks**  
The Cushman Chuck Co Hartford

**Chucks & Face Plate Jaws**  
Union Mfg Co New Britain

**Clay**  
Howard Company (Fire Howard "B" and High Temperature Dry) New Haven

**Cleansing Compounds**  
MacDermid Incorporated Waterbury

**Clocks**  
Seth Thomas Clocks Thomaston  
The United States Time Corporation Waterbury

**Clutch Facings**  
The Russell Mfg Co Middletown

**Clutch—Friction**  
The Carlyle Johnson Mach Co (Johnson Expanding Ring; Multiple Disc Maxitorq) Manchester

**Clutch Facings—molded, woven, fabric, metallic**  
The Raybestos Div of Raybestos-Manhattan Inc Bridgeport

**Comfortables**  
Palmer Brothers Co New London

**Cones**  
Sonoco Products Co (Climax-Lowell Div) (Paper) Mystic

**Consulting Engineers**  
The Stanley P Rockwell Co Inc (Consulting) 296 Homestead Ave Hartford

**Contract Machining**  
Malleable Iron Fittings Company Branford

**Contract Manufacturers**  
Geo W Fleming Co (Metal parts and assemblies) Wallingford  
The Greist Mfg Co (metal parts and assemblies) 503 Blake St New Haven  
Merriam Mfg Co (production runs—metal boxes and containers to specifications) Durham

**Copper**  
Scovill Manufacturing Company (Metal Parts and Assemblies) Waterbury 91

**Copper Sheets**  
The American Brass Co (sheet, wire, rods, tubes) Waterbury  
The Bristol Brass Corp (sheet) Bristol  
The Thinsheet Metals Co (sheets and rolls) Waterbury

**Copper Shingles**  
The New Haven Copper Co Seymour

**Copper Water Tube**  
Bridgeport Brass Co Bridgeport  
Scovill Manufacturing Company Waterbury 91

**Cork Cots**  
Sonoco Products Co (Climax-Lowell Div) Mystic

**Corrugated Box Manufacturers**  
The Danbury Square Box Co Danbury

**Corrugated Shipping Cases**  
D L & D Container Corp 87 Shelton Ave New Haven

**Cosmetics**  
Connecticut Corrugated Box Div Robert Gair Co Inc Portland

**Cotton Batting & Jute Batting**  
Northam Warren Corporation Stamford  
The J B Williams Co Glastonbury

**Cotton Yarn**  
Palmer Brothers New London

**Counting Devices**  
The Floyd Cranks Co Moosup

**Crucibles & Refractories**  
Veeder-Root Inc Hartford

**Cut Stone**  
American Crucible Co Shelton

**Cutters**  
The Dextone Co New Haven

**Cutters**  
The Standard Machinery Co (rotary board, single and duplex) Mystic  
The O K Tool Co Inc (inserted tooth milling) 33 Hull St Shelton

**Delayed Action Mechanisms**  
M H Rhodes Inc Hartford

**Dictating Machines**  
Dictaphone Corporation Bridgeport  
The Soundscribe Corporation New Haven

**Die Castings**  
Newton-New Haven Co Inc 688 Third Ave West Haven

**Die Castings (Aluminum & Zinc)**  
Corbin Cabinet Lock Div American Hardware Corp New Britain

**Dies**  
The Hoggson & Pettis Mfg Co 141 Brewery St New Haven

**Die-Heads—Self-Opening**  
The Eastern Machine Screw Corp Truman & Barclay Sts New Haven

**Dish Washing Machines**  
The Geometric Tool Co New Haven

**Dowel Pins**  
Colt's Patent Fire Arms Mfg Co Hartford

**Draperies**  
The Allen Manufacturing Co Hartford

**Drop Forgings**  
Palmer Brothers Co New London

**Drop Forgings**  
Wilcox Crittenden & Co Inc Middletown

**Druggists' Rubber Sundries**  
The Seamless Rubber Company New Haven

**Edged Tools**  
The Collins Co (axes and other edged tools) Collinsville

**Elastic Webbing**  
The Russell Mfg Co Middletown

**Electric Appliances**  
The Silex Co 80 Pliny St Hartford

**Electric Cables**  
Rockbestos Products Corp (asbestos insulated) New Haven

**Electric Conduit Fittings & Grounding Specialties**  
The Gillette-Vibber Company New London

**Electric Cords**  
Rockbestos Products Corp (asbestos insulated) New Haven

**Electric Eye Control**  
United Cinephone Corporation Torrington

**Electric—Commutators & Segments**  
The Cameron Elec Mfg Co (rewinding motors) Ansonia

**Electric Fixture Wire**  
Rockbestos Products Corp (asbestos insulated) New Haven

**Electric Heating Element & Units**  
Rockbestos Products Corp (asbestos insulated) New Haven

**Electric Insulation**  
The Rogers Paper Mfg Co Manchester

**Electric Panel Boards**  
Case Brothers Inc Manchester

**Electric Signs**  
The Plainville Electrical Products Co Plainville

**Electric Safety Switches**  
Federal Electric Products Co Inc Hartford

**Electric Wire**  
Federal Electric Products Co Inc Hartford

**Electrical Control Apparatus**  
Rockbestos Products Corp (asbestos insulated) New Haven

**Electrical Circuit Breakers**  
The Whitney Blake Co (Graybar Elec Co Exclusive Distributors) Hamden

**Electrical Recorders**  
The Trumbull Electric Mfg Co Plainville

**Electrical Goods**  
Federal Electric Products Co Inc Hartford

**Electronics**  
The Bristol Co Waterbury

**Electrotypes**  
A C Gilbert Co New Haven

**Elevators**  
The Gray Manufacturing Company Hartford

**Embalmers' Supply Co**  
Crystal Research Laboratories Inc Hartford

**Engines**  
Arthur T Hatton & Company Hartford

**Engines**  
W T Barnum & Co Inc (all classes) New Haven

**Engines**  
The Eastern Machinery Co (passenger and freight) New Haven

**Engines**  
The Embalmers' Supply Co Westport

**Engines**  
Wolverine Motor Works Inc (diesel stationary marine) Bridgeport

**Engines**  
Pratt & Whitney Aircraft Div United Aircraft Corp (aircraft) East Hartford

**Envelopes**  
Plimpton Mfg Co Div U S Envelope Co Hartford

**Extractors—Tap**  
Curtis 1000 Inc Hartford

**Eyelets**  
The Walton Company 94 Allyn St Hartford

**Fasteners—Slide & Snap**  
The Platt Bros & Co P O Box 1030 Waterbury

**Fasteners—Slide & Snap**  
Scovill Manufacturing Co Waterbury 91

**Fasteners—Slide & Snap**  
The G. E. Prentice Mfg Co New Britain

**Fasteners—Slide & Snap**  
Scovill Manufacturing Company (Snap) Waterbury 91

**FELT—All Purposes**  
American Felt Co (Mills & Cutting Plant) Glenville

**Ferrules**  
Waterbury Companies Inc Waterbury

**Fibre Board**  
The C. H. Norton Co North Westchester

**Fibre Board**  
The Rogers Paper Mfg Co (Specialty) Manchester

**Finger Nail Clippers**  
Case Brothers Inc Manchester

**Firearms**  
The H C Cook Co 32 Beaver St Ansonia

**Fire Hose**  
Colt's Patent Fire Arms Mfg Co Hartford

**Fire Hose**  
Remington Arms Co Inc Bridgeport

**Fire Hose**  
Fabrics Fire Hose (municipal and industrial) Sandy Hook

**Fireplace Goods**  
The John P Smith Co (screens) 423-33 Chapel St New Haven

**Fireproof Floor Joists**  
The Rostand Mfg Co Milford

**Fireproof Floor Joists**  
The American Windshield & Specialty Co 881 Boston Post Road Milford

**Fishing Tackle**  
The Dextone Co New Haven

**Fishing Tackle**  
The Horton Mfg Co (reels, rods, lines) Bristol

**Fishing Tackle**  
The Bevin-Wilcox Line Co (lines) East Hampton

**Fluorescent Lighting Equipment**  
The H C Cook Co 32 Beaver St Ansonia

**Forgings**  
The Wiremold Company Hartford

**Forgings**  
Clark Brothers Bolt Co Milldale

**Foundries**  
Heppenstall Co (all kinds and shapes) Bridgeport

**Foundries**  
Scovill Manufacturing Company (Non-ferrous) Waterbury 91

**Foundries**  
Union Mfg Co (gray iron) New Britain

**Foundries**  
Wilcox Crittenden & Co Inc (iron, brass, aluminum and bronze) Middletown

**Foundries**  
The Sessions Foundry Co (iron) Bristol

**Foundry Riddles**  
The John P Smith Co 423-33 Chapel St New Haven

**Furnace Linings**  
Rolock Inc (brass, galvanized, steel) Southport

**Furniture Pads**  
The Mullite Refractories Co Shelton

**Galvanizing & Electric Plating**  
The Gilman Brothers Company Gilman

**Galvanizing**  
The Gillette-Vibber Co New London

**Gaskets**  
Malleable Iron Fittings Co Branford

**Gauges**  
Wilcox Crittenden & Co Inc Middletown

**Gauges**  
The Raybestos Div of Raybestos-Manhattan Inc Bridgeport

**Gauges**  
The Bristol Co (pressure and Vacuum—recording automatic control) Waterbury

**Gears—Reverse & Reduction for Motor Boats**  
Hart Engineering Div of W Hart Buick Co Inc (Plug Ring Snap Flush Pin & all types of special gauges) Hartford

**Gears and Gear Cutting**  
The Snow-Nabstedt Gear Corp New Haven

**Gears and Gear Cutting**  
The Hartford Special Machinery Co Hartford

**General Plating**  
The Gray Mfg Co (Zero Bevel) Hartford

**Glass Coffee Makers**  
The Chromium Process Co (copper, nickel, chromium and cadmium plating) Derby

**Glass Cutters**  
The Silex Co 80 Pliny St Hartford

**Golf Equipment**  
The Fletcher Terry Co Box 415 Forestville

**Greeting Cards**  
The Horton Mfg Co (clubs, shafts, balls, bags) Bristol

**Greeting Cards**  
A D Steinbach & Sons Inc New Haven (Adv.)



# IT'S MADE IN CONNECTICUT

**Grinding**  
The Centerless Grinding Co Inc (Precision custom grinding; centerless, cylindrical, surfaces, internal and special)  
19 Staples Street Bridgeport  
The Hartford Special Machinery Co (gears, threads, cams and splines) Hartford

**Hand Tools**  
The Bridgeport Hdwe Mfg Corp (nail pullers, scout axes, box opening tools, trowels, coping saws, putty knives) Bridgeport

**Hardware**  
Wilcox Crittenden & Co Inc (marine heavy and industrial) Middletown  
The Bassick Company (Automotive) Bridgeport

**Hardware-Trailer Cabinet**  
The Excelsior Hardware Co Stamford

**Hardware, Trunk & Luggage**  
Corbin Cabinet Lock Div American Hardware Corp New Britain  
J H Sessions & Son Bristol

**Hat Machinery**  
Doran Brothers Inc Danbury

**Heat Treating**  
The A F Holden Co 200 Winchester St New Haven  
The Bennett Metal Treating Co 1045 New Britain Ave Elmwood  
The Stanley P Rockwell Co Inc 296 Homestead Ave Hartford  
The Driscoll Wire Company Shelton

**Heat-Treating Equipment**  
The Autoyre Company Oakville  
The A F Holden Co 200 Winchester St New Haven

**Heat Treating Salts and Compounds**  
Mitchell-Bradford Chemical Co Bridgeport

**Heating Apparatus**  
The Miller Company (domestic oil burners and heating devices) Meriden

**Highway Guard Rail Hardware**  
Malleable Iron Fittings Co Branford

**Hinges**  
Homer D Bronson Company Beacon Falls

**Holists and Trolleys**  
Union Mfg Company New Britain

**Hollow Screws**  
The Allen Manufacturing Co Hartford

**Hose Supporter Trimmings**  
The Hawie Mfg Co (So-Lo Grip Tabs) Bridgeport

**Hot Water Heaters**  
Petroleum Heat & Power Co (Instantaneous domestic oil burner) Stamford

**Hydraulic Brake Fluids**  
Eis Manufacturing Co Middletown

**Industrial Finishes**  
Zapon Div Atlas Powder Co Stamford

**Industrial and Masking Tapes**  
The Seamless Rubber Company New Haven

**Insecticides**  
American Cyanamid & Chemical Corp Waterbury

**Insulated Wire Cords & Cable**  
The Kerite Insulated Wire & Cable Co Inc Seymour

**Insulating Refractories**  
The Mullite Refractories Co Shelton

**Jacquard**  
Case Brothers Inc Manchester

**Japanning**  
J H Sessions & Son Bristol

**Jointing**  
The Raybestos Div of Raybestos-Manhattan Inc (compressed sheet) Bridgeport

**Key Blanks**  
Corbin Cabinet Lock Div American Hardware Corp New Britain

**Labels**  
The Graham Mfg Co Derby

**Label Moisteners**  
J & J Cash Inc (Woven) South Norwalk

**Lacquers & Synthetic Enamels**  
Better Packages Inc Shelton

**Ladders**  
Zapon Div Atlas Powder Co Stamford

**Lamps**  
A W Flint Co 196 Chapel St New Haven

**Leather**  
The Rostand Mfg Company (brass, colonial style & brass candlesticks) Milford

**Leather Goods Trimmings**  
Herman Roser & Sons Inc (Genuine Pigskin) Glastonbury

**Leather Goods Trimmings**  
The G E Prentice Mfg Co New Britain

**Letterheads**  
Lehman Brothers Inc (designers, engravers, lithographers) New Haven

**Lighting Equipment**  
The Miller Co (Miller, Duplexalite, Ivanhoe) Meriden

**Lighting Protection**  
Waterbury Companies Inc Waterbury

**Locks-Cabinet**  
Edward H Brown Hartford & New Haven

**Locks-Suit-Case and Trimmings**  
Corbin Cabinet Lock Div American Hardware Corp New Britain

**Locks-Trunk**  
The Excelsior Hardware Co Stamford

**Locks-Zipper**  
The Excelsior Hardware Co Stamford

**Loom-Non-Metallic**  
The Wiremold Company Hartford

**Machinery**  
The Fenn Manufacturing Company (Special) Hartford

**Machinery Dealers & Rebuilders**  
The Hallden Machine Company (mill) Thomaston

**Machines**  
The Torrington Manufacturing Co (mill) Torrington

**Machines-Automatic**  
The Standard Machinery Co (bookbinders) Mystic

**Machines-Forming**  
Botwinik Brothers New Haven

**Machine Work**  
Machinery Dealers Inc New Haven

**Magnets**  
J L Lucas and Son Fairfield

**Mail Boxes, Apartment & Residential**  
Andrew C Campbell Div American Chain & Cable Co Inc (cutting & nibbling) Bridgeport

**Mailing Machines**  
The Patent Button Company Waterbury

**Marine Equipment**  
The A H Nilson Mach Co (Special) Bridgeport

**Marking Devices**  
The A H Nilson Mach Co (four-slide wire and ribbon stock) Bridgeport

**Matrices**  
Geo W Fleming Co Wallingford

**Mattresses**  
The Hartford Special Machinery Co (contract work only) Hartford

**Mechanical Assemblies-Small**  
The Torrington Manufacturing Co (special rolling mill machinery) Torrington

**Mechanics Hand Tools**  
The Fenn Manufacturing Company (precision parts) Hartford

**Metal Cleaners**  
Cinaudagraph Corp (Permanent) Stamford

**Metal Cleaning Machines**  
Corbin Cabinet Lock Div American Hardware Corp New Britain

**Metal Finishes**  
Pitney-Bowes Postage Meter Co Stamford

**Metal Goods**  
The Rostand Mfg Co (portlights, deck, cabin and sailboat hardware) Milford

**Metal Novelties**  
Wilcox Crittenden & Co Inc Middletown

**Metal Products-Stampings**  
The Hoggson & Pettis Mfg Co New Haven

**Metal Specialties**  
W T Barnum & Co Inc New Haven

**Metal Trimmings**  
Palmer Brothers Co New London

**Metal Trimmings**  
Waterbury Mattress Co Waterbury

**Metal Trimmings**  
M H Rhodes Inc Hartford

**Metal Trimmings**  
The Bridgeport Hdwe Mfg Corp (screw drivers, wrenches, pliers, cold chisels, hammers, auto repair tools) Bridgeport

**Metal Trimmings**  
Apothecaries Hall Co Waterbury

**Metal Trimmings**  
Colt's Patent Fire Arms Mfg Co Hartford

**Metal Trimmings**  
Mitchell-Bradford Chemical Co Bridgeport

**Metal Trimmings**  
Bridgeport Brass Co (to order) Bridgeport

**Metal Trimmings**  
The H C Cook Co 32 Beaver St Ansonia

**Metal Trimmings**  
Waterbury Companies Inc Waterbury

**Metal Trimmings**  
J H Sessions & Son Bristol

**Metal Trimmings**  
Scovill Manufacturing Company (Made-to-Order) Waterbury 91

**Metal Trimmings**  
The Excelsior Hardware Co Stamford

**Metal Trimmings**  
The G E Prentice Mfg Co New Britain

**Metal Stampings**  
The Autoyre Co (Small) Oakdale

**Metal Stampings**  
The Patent Button Co Waterbury

**Metal Stampings**  
The Excelsior Hardware Co Stamford

**Metal Stampings**  
J H Sessions & Son 32 Beaver St Ansonia

**Metal Stampings**  
The H C Cook Co 503 Blake St New Haven

**Metal Stampings**  
The Greist Mfg Co 503 Blake St New Haven

**Metal Stampings**  
Waterbury Companies Inc Waterbury

**Metal Stampings**  
Bridgeport Chain & Mfg Co Bridgeport

**Metal Stampings**  
The J A Otterbein Company (metal fabrications) Middletown

**Metal Stampings**  
Scovill Manufacturing Company Waterbury 91

**Milk Bottle Carriers**  
The John P Smith Co 423-33 Chapel St New Haven

**Millboard**  
The Raybestos Div of Raybestos-Manhattan Inc (asbestos) Bridgeport

**Mill Supplies**  
Wilcox Crittenden & Co Inc Middletown

**Moulded Plastic Products**  
The Patent Button Co Waterbury

**Moulds**  
Colt's Patent Fire Arms Mfg Co Hartford

**Moulds**  
The Watertown Mfg Co 117 Echo Lake Road Watertown

**Moulds**  
The Hoggson & Pettis Mfg Co (steel) 141 Brewery St New Haven

**Moulds**  
The Sessions Foundry Co (heat resisting for non-ferrous metals) Bristol

**Nickel Anodes**  
Apothecaries Hall Co Waterbury

**Nickel Silver**  
The Seymour Mfg Co Seymour

**Nuts Bolts and Washers**  
Clark Brothers Bolt Co Milldale

**Office Equipment**  
Pitney-Bowes Postage Meter Co Stamford

**Oil Burners**  
Underwood Corporation Hartford

**Oil Burner Wick**  
The Silent Glow Oil Burner Corp 1477 Park St Hartford

**Oil Burner Wick**  
Petroleum Heat & Power Co (domestic commercial and industrial) Stamford

**Oil Burner Wick**  
The Miller Company (domestic) Meriden

**Packing**  
The Raybestos Div of Raybestos-Manhattan Inc (rubber sheet and automotive) Bridgeport

**Padlocks**  
Corbin Cabinet Lock Div American Hardware Corp New Haven

**Paints and Enamels**  
The Staminite Corp New Haven

**Package Sealers**  
The Tredennick Paint Mfg Co Meriden

**Paperboard**  
Better Packages Inc Shelton

**Paper Boxes**  
Connecticut Corrugated Box Div Robert Gair Co Inc Portland

**Paper Boxes**  
The New Haven Pulp & Board Co New Haven

**Paper Boxes**  
National Folding Box Co (folding) New Haven

**Paper Boxes**  
The New Haven Pulp & Board Co New Haven

**Paper Boxes**  
Robertson Paper Box Co (folding) Montville

**Paper Boxes**  
The Strouse, Adler Co New Haven

**Paper Boxes**  
Atlantic Carton Corp (folding) Norwich

**Paper Boxes**  
The Warner Brothers Company Bridgeport

**Paper Clips**  
The H C Cook Co (steel) 32 Beaver St Ansonia

**Paper Tubes and Cores**  
Sonoco Products Co (Climax-Lowell Div) Mystic

**Parallel Tubes**  
Sonoco Products Co (Climax-Lowell Div) Mystic

**Pharmaceutical Specialties**  
Ernst Bischoff Company Inc Ivoryton

**Phosphor Bronze**  
The Seymour Mfg Co Seymour

**Pipe**  
The Bristol Brass Corp (sheet) Bristol

**Pipe**  
The Miller Company (sheets, strips, rolls) Meriden

**Pipe**  
The American Brass Co (brass and copper) Waterbury

**Pipe**  
Howard Co (cement well and chimney) New Haven

**Pipe**  
Crane Company (fabricated) Bridgeport

**Pipe**  
Bridgeport Brass Co (brass & copper) Bridgeport

**Pipe**  
Scovill Manufacturing Company (Copper and Red Brass) Waterbury 91

**Pipe Fittings**  
Malleable Iron Fittings Co Branford

**Pipe Fittings**  
The Corley Co Inc (300# AAR) Plainville (Advt.)

# I T ' S M A D E I N C O N N E C T I C U T

<b>Plastic Buttons</b>			<b>Rubberized Fabrics</b>			<b>Spring Coiling Machines</b>		
Colt's Patent Fire Arm Mfg Co	Hartford		The Duro-Gloss Rubber Co	New Haven		The Torrington Manufacturing Co	Torrington	
<b>Plastics—Extruded</b>			<b>Rubber Footwear</b>			<b>Spring Units</b>		
Extruded Plastics Inc	Norwalk		The Goodyear Rubber Co	Middletown		American Chain & Cable Co Inc	Bridgeport	
<b>Plastics—Moulders</b>			United States Rubber Prod Inc (Keds, Keettes, Gaytees, U S Royal Footwear)	Naugatuck		Owen Silent Spring Co Inc (mattresses and upholstery furniture)	Bridgeport	
The Watertown Mfg Co	Watertown		<b>Rubber Gloves</b>			<b>Spring Washers</b>		
<b>Platers</b>			The Seamless Rubber Company	New Haven		The Wallace Barnes Co Div Associated Spring Corp	Bristol	
The Patent Button Co	Waterbury		<b>Rubbish Burners</b>			<b>Springs—Coil &amp; Flat</b>		
The Plainville Electro Plating Co	Plainville		The John P Smith Co	Chapel St		The Humason Mfg Co	Forestville	
<b>Platers—Chrome</b>			<b>Safety Fuses</b>			The Wallace Barnes Co Div Associated Spring Corp	Bristol	
The Plainville Electro Plating Co	Plainville		The Ensign-Bickford Co (mining & detonating)	Simsbury		<b>Springs—Flat</b>		
The Hartford Chrome Corporation	Hartford		<b>Saw Blades</b>			The Wallace Barnes Co Div Associated Spring Corp	Bristol	
<b>Platers' Equipment</b>			The Capewell Mfg Co (Hack Saw, Band Saw)	Hartford		<b>Springs—Furniture</b>		
Apothecaries Hall Company	Waterbury		<b>Saws, Band, Metal Cutting</b>			American Chain & Cable Co Inc	Bridgeport	
MacDermid Incorporated	Waterbury		Atlantic Saw Mfg Co	New Haven		Owen Silent Spring Co Inc	Bridgeport	
<b>Plumbers' Brass Goods</b>			<b>Scales—Industrial Dial</b>			<b>Springs—Wire</b>		
Bridgeport Brass Co	Bridgeport		The Kron Company	Bridgeport		The Connecticut Spring Corporation (compression, extension, torsion)	Hartford	
Scovill Manufacturing Company	Waterbury 48		<b>Scissors</b>			The Wallace Barnes Co Div Associated Spring Corp	Bristol	
<b>Plumbing Specialties</b>			The Acme Shear Company	Bridgeport		New England Spring Mfg Co	Unionville	
John M Russell Mfg Co Inc	Naugatuck		<b>Screws</b>			J W Bernston Company (Coil and Torsion)	Plainville	
<b>Pole Line</b>			The Blake & Johnson Co (machine)	Waterville		<b>Springs, Wire &amp; Flat</b>		
Malleable Iron Fittings Co	Branford		Corbin Screw Div, American Hardware Corp	New Britain		The Autoyre Company	Oakville	
<b>Polishing Wheels</b>			Clark Brothers Bolt Co	Milldale		Palmer Brothers Company	New London	
The Williamsville Buff Mfg Co	Danielson		The Charles Parker Co (wood)	Meriden		<b>Stair Pads</b>		
<b>Postage Meters</b>			Scovill Manufacturing Company	Waterbury 48		<b>Stamps</b>		
Pitney-Bowes Postage Meter Co	Stamford		The Connecticut Mfg Co (machine)	Waterbury		The Hoggson & Pettis Mfg Co (steel)	New Haven	
<b>Presses</b>			<b>Screw Machines</b>			<b>Stampings</b>		
The Standard Machinery Co (plastic molding, embossing, and die cutting)	Mystic		The H P Townsend Mfg Company	Hartford		The Rogers Paper Mfg Co (Fibre, Cellulose, Paper)	Manchester	
<b>Press Papers</b>			The Apex Tool Co Inc	Bridgeport		<b>Stampings—Small</b>		
Case Brothers Inc	Manchester		The Connecticut Manufacturing Company	Waterbury		The Greist Manufacturing Co	New Haven	
<b>Printing</b>			Corbin Screw Div, American Hardware Corp	New Britain		Scovill Manufacturing Company	Waterbury 91	
The Case Lockwood & Brainard Co	Hartford		The Blake & Johnson Co	Waterville		The Wallace Barnes Co Div Associated Spring Corp	Bristol	
<b>Production Control Equipment</b>			The Centerless Grinding Co Inc (Heat treated and ground type only)	Bridgeport		<b>Steel Castings</b>		
Wassell Organization (Produc-Trol)	Westport		19 Staples Street	Bridgeport		The Hartford Electric Steel Co (carbon and alloy steel)	Hartford	
<b>Propellers—Aircraft</b>			The Eastern Machine Screw Corp	New Haven		Malleable Iron Fittings Co	Branford	
Hamilton Standard Propellers Div United Aircraft Corp	East Hartford		Truman & Barclay Sts	Forestville		Nutmeg Crucible Steel Co	Branford	
<b>Propeller Fan Blades</b>			The Humason Mfg Co	Wallingford		<b>Steel—Cold Rolled Spring</b>		
<b>Punches</b>			Geo W Fleming Co	New Haven		The Wallace Barnes Co Div Associated Spring Corp	Bristol	
The Hoggson & Pettis Mfg Co (ticket & cloth)	New Haven		The Greist Mfg Co (Up to 1 1/2" capacity)	New Haven		<b>Steel—Cold Rolled Stainless</b>		
<b>Putty Softeners—Electrical</b>			Scovill Manufacturing Company	Waterbury 91		Wallingford Steel Company	Wallingford	
The Fletcher Terry Co	Box 415 Forestville		<b>Scythes</b>			<b>Steel—Cold Rolled Strip and Sheets</b>		
<b>Pymeters</b>			Winsted Manufacturing Co	Winsted		Wallingford Steel Company	Wallingford	
The Bristol Co (recording and controlling)	Waterbury		<b>Sealing Tape Machines</b>			<b>Steel Goods</b>		
<b>Quartz Crystals</b>			Better Packages Inc	Shelton		Merriam Mfg Co (sheets products to order)	Durham	
Crystal Research Laboratories Inc	Hartford		<b>Set-Up Paper Boxes</b>			<b>Steel—Magnetic</b>		
<b>Radiation-Finned Copper</b>			The Heminway Corporation	Waterbury		Cinaudagraph Corporation	Stamford	
The G & O Manufacturing Company	New Haven		<b>Sewing Machines</b>			<b>Stereotypes</b>		
<b>Railroad Equipment</b>			The Geist Mfg Co (Sewing machine attachments)	New Haven		<b>Stop Clocks, Electric</b>		
The Rostand Mfg Co (baggage racks and mirrors for passenger cars)	Millford		The Merrow Machine Co (Industrial)	Hartford		The H C Thompson Clock Co	Bristol	
<b>Rayon Yarns</b>			<b>Shaving Soaps</b>			<b>Structural Steel (Fabricated)</b>		
The Hartford Rayon Corp	Rocky Hill		The J B Williams Co	Glastonbury		The Porcupine Company	Bridgeport	
<b>Reamers</b>			<b>Shears</b>			<b>Studio Couches</b>		
The O K Tool Co Inc (inserted tooth)	Shelton		The Acme Shear Co (household)	Bridgeport		Waterbury Mattress Co	Waterbury	
<b>Recorders</b>			<b>Sheet Metal Products</b>			<b>Super Refractories</b>		
The Bristol Co (automatic controllers, temperature, pressure, flow, humidity)	Waterbury		The American Brass Co (brass and copper)	Waterbury		The Mullite Refractories Co	Shelton	
<b>Refractories</b>			Merriam Mfg Co (security boxes, fitted tool boxes, tackle boxes, displays)	Durham		<b>Surface Metal Raceways &amp; Fittings</b>		
Howard Company	New Haven		United Advertising Corp, Manufacturing Division (Job and Production Runs)	New Haven		The Wiremold Company	Hartford	
<b>Regulators</b>			<b>Sheet Metal Stampings</b>			<b>Surgical Dressings</b>		
Norwalk Valve Company (for gas and air)	South Norwalk		The American Buckle Co	West Haven		The Seamless Rubber Company	New Haven	
<b>Resistance Wire</b>			The Patent Button Co	Waterbury		Acme Cotton Products Co Inc	East Killingly	
The C O Jelliff Mfg Co (Nickel chromium, kanthal)	Southport		J H Sessions & Son	Bristol		<b>Surgical Rubber Goods</b>		
<b>Retainers</b>			<b>Shipment Sealers</b>			The Seamless Rubber Company	New Haven	
The Hartford Steel Ball Co (bicycle & automotive)	Hartford		Better Packages Inc	Shelton		<b>Switchboards</b>		
<b>Reverse Gear—Marine</b>			<b>Showcase Lighting Equipment</b>			Plainville Electrical Products Co	Plainville	
The Carlyle Johnson Mach Co	Manchester		The Wiremold Company	Hartford		<b>Switchboards Wire and Cables</b>		
<b>Riveting Machines</b>			<b>Shower Stalls</b>			Rockbestos Products Corp (asbestos insulated)	New Haven	
The Grant Mfg & Machine Co	Bridgeport		Dextone Company	New Haven		<b>Tanks</b>		
The Raybestos Div of Raybestos-Manhattan Inc (brake service equipment)	Bridgeport		<b>Signals</b>			The Bigelow Company (steel)	New Haven	
The H P Townsend Mfg Company	Hartford		The H C Cook Co (for card files)	Ansonia		<b>Tanks (Steel and Alloy)</b>		
<b>Rivets</b>			32 Beaver St			The Porcupine Company	Bridgeport	
The Connecticut Manufacturing Company	Waterbury		<b>Silks</b>			<b>Tape</b>		
Clark Brothers Bolt Co	Milldale		Cheney Brothers	South Manchester		The Russell Mfg Co	Middletown	
The Blake & Johnson Co (brass, copper and non-ferrous)	Waterville		<b>Sizing and Finishing Compounds</b>			<b>Tap Extractors</b>		
J. H. Sessions & Son	Bristol		American Cyanamid & Chemical Corp	Waterbury		The Walton Co	94 Allyn St Hartford	
The Raybestos Div of Raybestos-Manhattan Inc (brass and aluminum tubular and solid copper)	Bridgeport		<b>Smoke Stacks</b>			<b>Taps, Collapsing</b>		
The Raybestos Div of Raybestos-Manhattan Inc (iron)	Bridgeport		The Bigelow Company (steel)	New Haven		The Geometric Tool Co	New Haven	
<b>Roads</b>			The Porcupine Company	Bridgeport		<b>Tarred Lines</b>		
The Bristol Brass Corp (brass and bronze)	Bristol		<b>Soap</b>			Brownell & Co Inc	Moodus	
Scovill Manufacturing Company (Brass and Bronze)	Waterbury 91		The J B Williams Co (industrial soaps, toilet soaps, shaving soaps)	Glastonbury		<b>Telemetering Instruments</b>		
<b>Rubber Chemicals</b>			<b>Special Parts</b>			The Bristol Co	Waterbury	
The Stamford Rubber Supply Co ("Factice" Vulcanized Vegetable Oils)	Stamford		The Greist Mfg Co (small machined, especially precision stampings)	New Haven		<b>Textile Machinery</b>		
			<b>Special Industrial Locking Devices</b>			The Merrow Machine Co	Hartford	
			Corbin Cabinet Lock Div American Hardware Corp	New Britain		<b>Textile Mill Supplies</b>		
			<b>Spinnings</b>			Ernst Bischoff Company Inc	Ivoryton	
			The Gray Manufacturing Company	Hartford		<b>Textile Processors</b>		
			<b>Sponge Rubber</b>			The Aspinook Corp (cotton)	Jewett City	
			The Sponge Rubber Products Co	Derby		<b>Thermometers</b>		
			<b>Spreads</b>			The Bristol Co (recording and automatic control)	Waterbury (Advt.)	
			Palmer Brothers Company	New London				

# IT'S MADE IN CONNECTICUT

**Thin Gauge Metals**  
The Thinsheet Metals Co (plain or tinned in rolls) Waterbury

**Thread**  
Max Pollack & Co Inc Groton  
The American Thread Co Willimantic  
The Gardiner Hall Jr Co (cotton sewing) South Willington  
Wm Johl Manufacturing Co Mystic

**Threading Machines**  
The Grant Mfg & Machine Co (double and automatic) Bridgeport

**Time Recorders**  
Stromberg Time Corp Thomaston

**Timers, Interval**  
The H C Thompson Clock Co Bristol

**Timing Devices & Time Switches**  
M H Rhodes Inc Hartford

**Timing Devices**  
Seth Thomas Clocks Thomaston  
The United States Time Corporation Waterbury

**Tinning**  
Wilcox Crittenden & Co Inc Middletown  
The Thinsheet Metals Co (non-ferrous metals in rolls) Waterbury

**Tools**  
The Hoggson & Pettis Mfg Co (rubber workers) 141 Brewery St New Haven  
The O K Tool Co Inc (inserted tooth metal cutting) 33 Hull St Shelton

**Tools, Dies & Fixtures**  
The Greist Mfg Co New Haven

**Toys**  
A C Gilbert Company New Haven  
The Gong Bell Co East Hampton  
The N N Hill Brass Co East Hampton

**Trucks—Industrial**  
George P Clark Co Windsor Locks

**Trucks—Lift**  
The Excelsior Hardware Co Stamford  
George P Clark Co Windsor Locks

**Trucks—Skid Platforms**  
The Excelsior Hardware Co (lift) Stamford

**Tube Bending**  
American Tube Bending Co Inc New Haven

**Tube Clips**  
The H C Cook Co (for collapsible tubes) 32 Beaver St Ansonia

**Tubing**  
The American Brass Co (brass and copper) Waterbury  
Scovill Manufacturing Company (Brass and Copper) Waterbury 91

**Tubing (Extruded Plastic)**  
Extruded Plastics Inc Norwalk

**Tubing—Heat Exchanger**  
Scovill Manufacturing Company Waterbury 91

**Turret Lathe Products**  
Geo W Fleming Co Wallingford

**Typewriters**  
Underwood Corporation Hartford

**Typewriter Ribbons**  
Underwood Corporation Hartford

**Undercleanser Rolls**  
Sonoco Products Co (Climax-Lowell Div) Mystic

**Union Pipe Fittings**  
The Corley Co Inc (300# AAR) Plainville

**Vacuum Bottles and Containers**  
American Thermos Bottle Co Norwich

**Vacuum Cleaners**  
The Spencer Turbine Co Hartford

**Valves**  
Norwalk Valve Company (sensitive check valves) South Norwalk

**Valves—Automatic Air**  
Beaton & Caldwell Mfg Co New Britain

**Valves—Flush**  
Beaton & Caldwell Mfg Co New Britain

**Valves—Relief & Control**  
Beaton & Caldwell Mfg Co New Britain

**Varnishes**  
The Staminate Corp New Haven

**Ventilating Systems**  
Colonial Blower Company Hartford

**Vises**  
The Charles Parker Co Meriden  
The Fenn Manufacturing Company (Quick-Action Vises) Hartford

**Washers**  
The Blake & Johnson (brass, copper & non-ferrous) Waterville  
American Felt Co (felt) Glenville  
Clark Brothers Bolt Co Middale  
The Sessions Foundry Co (cast iron) Bristol  
J H Sessions & Son Bristol  
The Raybestos Div of Raybestos-Manhattan Inc (clutch washers) Bridgeport

**Watches**  
Benrus Watch Co 30 Cherry St Waterbury  
The United States Time Corporation Waterbury

**Waterproof Dressings for Leather**  
The Viscol Company Stamford

**Webbing**  
The Russell Mfg Co Middletown

**Welding**  
The Porcupine Company Bridgeport  
G E Wheeler Company (Fabrication of Steel & Non-Ferrous Metals) New Haven

**Welding Rods**  
The Bristol Brass Corp (brass & bronze) Bristol

**Wheels—Industrial**  
George P Clark Co Windsor Locks

**Wicks**  
The Russell Mfg Co Middletown  
The Raybestos Div of Raybestos-Manhattan Inc (oil burner wicks) Bridgeport

**Wire**  
The Bristol Brass Corp (brass & bronze) Bristol  
The Driscoll Wire Co (steel) Shelton  
Hudson Wire Co Winsted Div (insulated & enameled magnet) Winsted  
The Atlantic Wire Co (steel) Branford  
The Platt Bros & Co (zinc wire) Waterbury  
P O Box 1030 Waterbury  
Rockbestos Products Corp (asbestos insulated) New Haven  
Scovill Manufacturing Company (Brass, Bronze, and Nickel Silver) Waterbury 91

**Wire Arches and Trellis**  
The John P Smith Co. 423-33 Chapel St New Haven

**Wire Baskets**  
Rolock Inc (for acid, heat, degreasing) Fairfield

**Wire Cable**  
The Bevin-Wilcox Line Co (braided) East Hampton

**Wire Cloth**  
The C O Jelliff Mfg Co (All metals, all meshes) Southport

**Wire Dipping Baskets**  
The John P Smith Co 423-33 Chapel St New Haven  
Rolock Incorporated Fairfield

**Wire Drawing Dies**  
The Waterbury Wire Die Co Waterbury

**Wire Enameling**  
The John P Smith Co 423-33 Chapel St New Haven

**Wire Enameling Magnet**  
Sweet Wire Co Winsted

**Wire Formings**  
The Autoyre Co Oakville

**Wire Forms**  
The Connecticut Spring Corporation Hartford  
The Humason Mfg Co Forestville  
The Wallace Barnes Co Div Associated Spring Corp Bristol  
New England Spring Mfg Co Unionville

**Wire Goods**  
The Patent Button Co Waterbury  
The American Buckle Co (overall trimmings) West Haven  
Scovill Manufacturing Company (To Order) Waterbury 91

**Wiremolding**  
The Wiremold Company Hartford

**Wire Nuts—Solderless**  
The Wiremold Company Hartford

**Wire Reels**  
The A H Nilson Mach Co Bridgeport

**Wire Partitions**  
The John P Smith Co 423-33 Chapel St New Haven

**Wire Rings**  
The American Buckle Co (pan handles and tinner's trimmings) West Haven

**Wire Shapes**  
Bridgeport Chain & Mfg Co Bridgeport

**Woodwork**  
C H Dresser & Son Inc (Mfg all kinds of woodwork) Hartford

**Yarns**  
The Ensign-Bickford Co (jute carpet) Simsbury

**Zinc**  
The Platt Bros & Co (ribbon, strip and wire) P O Box 1030 Waterbury

**Zinc Castings**  
Newton-New Haven Co Inc 688 Third Ave West Haven (Advt.)

## SERVICE SECTION

**FOR SALE**—One No. 1H-6F.C. Heavy Duty Libby Lathe, 6 1/4" hole through spindle, swings 24" over the ways, and 22 1/2" over turret carriage, equipped with 18" 3-jaw universal chuck, also 18" faceplate. Has taper turning attachment for a length of 20", and is equipped with 15 H.P., 2-speed motor, 220 Volt, 3 Phase, 60 Cycles, with which 16-spindle speeds can be obtained ranging from 5 R.P.M. to 225 R.P.M. —Machine purchased new January 1943. Address S. E. 665.

**WANTED**—three (3) 2,000 gallon tanks made of stainless steel that will resist hypo-chloride solution of 3%. Address S. E. 674.

**FOR SALE**—William A. Harris Corliss Engine—18" diameter. 36" stroke, 80 rpm at 100 lbs. pressure or approximately 225HP—belted flywheel 24 inches wide connected to a jackshaft which in turn is belted to four 60 KW, 250V, DC generators all in running order. Address S. E. 677.

**FOR SALE**—three Porter-Cable B-6 Wet-Dry Belt Sander machines equipped with 1 HP, 220 volt, 60 cycle, 3 phase motors—\$290.00 each. Address S. E. 678.

**FOR SALE**—Ames Iron Works 14" x 14" Steam Engine directly connected to a 600 Ampere, 120 Volt, direct current generator. Address S. E. 679.

**WANTED**—surplus materials of all kinds, either in the raw state or

manufactured items. Address S. E. 680.

**WANTED**—Second-hand Thomas Directory. Address S. E. 681.

**WANTED**—4 Davidson 20" Automatic Paper Feeders; 100 ft. of 6" screw conveyor; 1 new or used Pexto No. 298-B circular shear or equivalent. Address S. E. 682.

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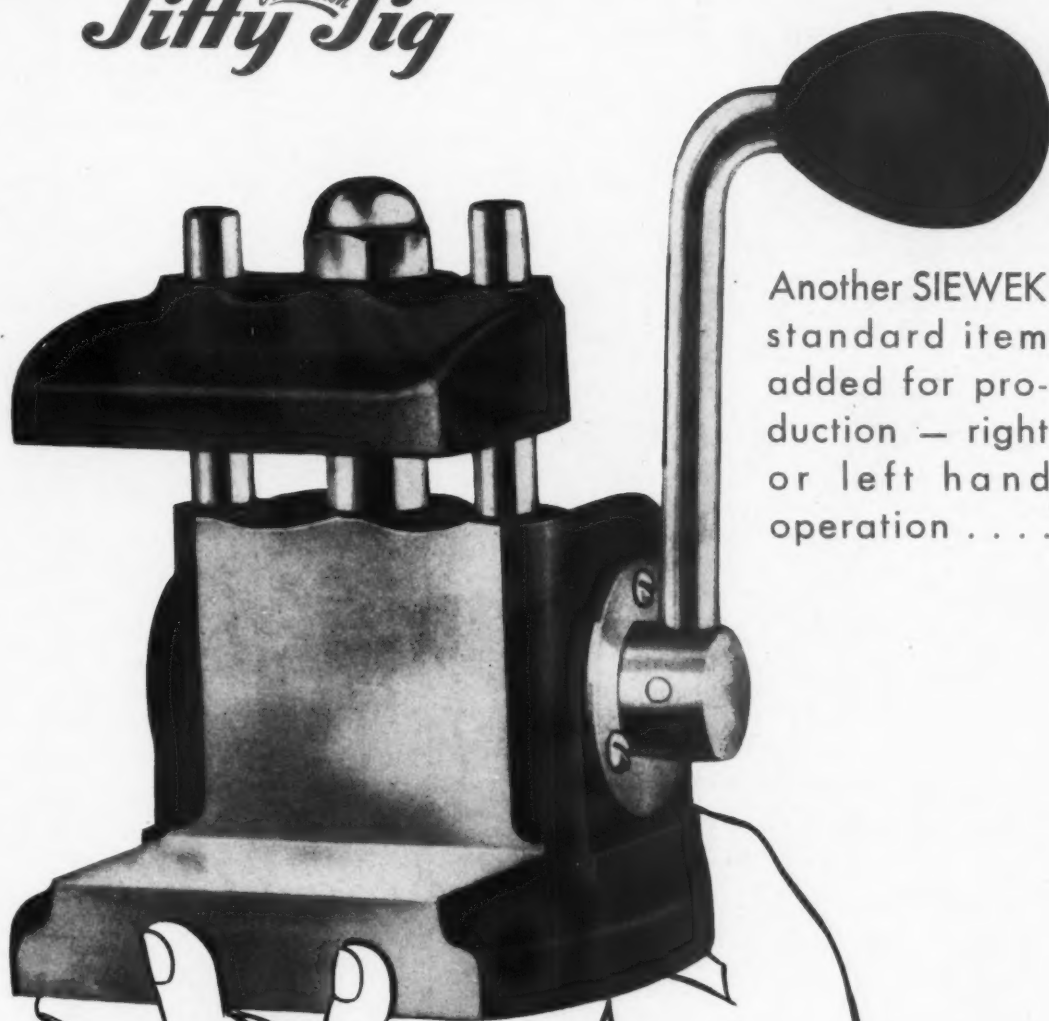
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